CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C

VOL. XX. PUBLICATION OFFICE: TORONTO, OCTOBER 3, 1908 NO. 40.

E. T. BICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

For Fifty Years

"QUEEN'S HEAD"

CANADA

GALVANIZED IRON

has been the STANDARD of the WORLD.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

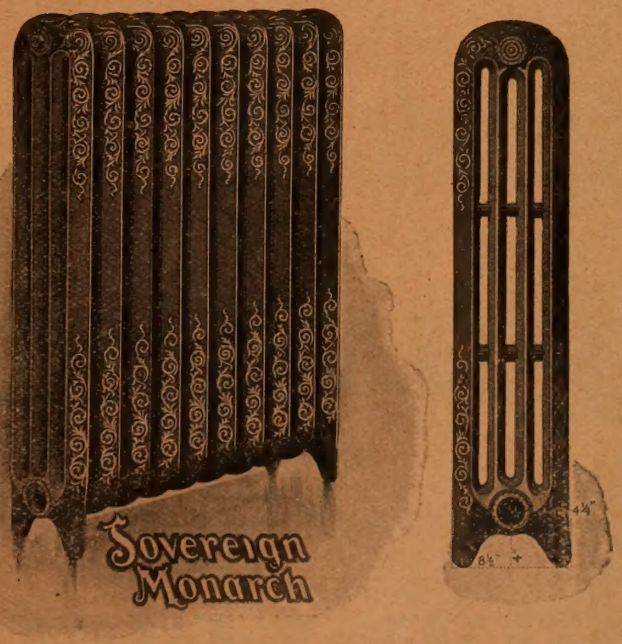
A Live Proposition

with the householder just at the present time, when active preparations are being made for the winter, is the installation of a heating system. If you are handling

"Sovereign"
Boilers and Radiators

you will be able to give your customers the best there is in cold protection. "SOVEREIGN" BOILERS and RADIATORS have exclusive points in their construction which make them unequalled as a heating apparatus. These features ensure satisfied customers. And don't forget, too, that there is more profit to be made in selling a hot water heating system than in selling a hot air furnace.

Ask us about it—a postal will do.



TAYLOR-FORBES CO., Limited

TORONTO—1088 King Street West
ST. JOHN, N.B.—H. G. Rogers, 53½ Dock St.
MONTREAL—122 Craig Street West
QUEBEC, QUE.—The Mechanics Supply Company
CALGARY—The Barnes Company, Limited
WINNIPEG—The Vulcan Iron Works, Limited
VANCOUVER, B.C.—Taylor-Forbes Company, Limited

GIGANTIC SALVAGE SALE

Hardware, Cutlery, Tools Table Furnishing, etc., etc.

Damaged by

Fire and Water

This entire Salvage Stock will be sold without reserve.

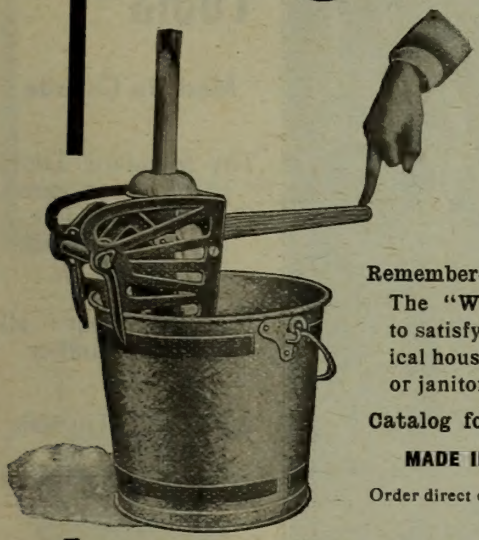
9=11 Wellington St. E.

RICE LEWIS & SON, Ltd.

DATE ANNOUNCED LATER

THE
White Mop Wringer

This Trade Mark
WHITE PERFECTION PATENT MOP WRINGER IS THE STANDARD
Guarantees Satisfaction.



Does Perfect Wringing with Perfect Ease.

Remember—
The "White" wrings to satisfy the most critical house keeper, maid or janitor.

Catalog for the asking

MADE IN CANADA.

Order direct or of your jobber.

THE White Mop Wringer Co.
FULTONVILLE, N.Y.

They are Money Makers

The skilled workmanship, high-grade material and reasonable prices make

Empire, Imperial and Champion
AXE HANDLES

trade builders' and profit-bringers' for the retailer. They are made from the cleanest and toughest hickory, and their ability to stand hard usage keeps them in constant demand.

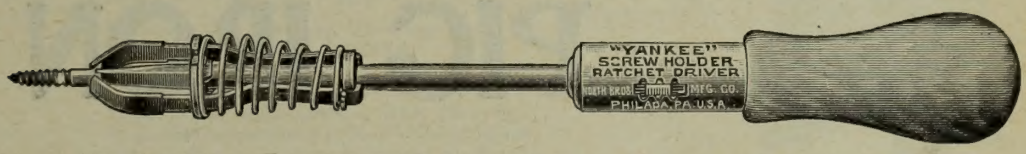
Ask us about them. We will be glad to quote prices.

J. H. Still Manufacturing Co. Limited
ST. THOMAS, CANADA

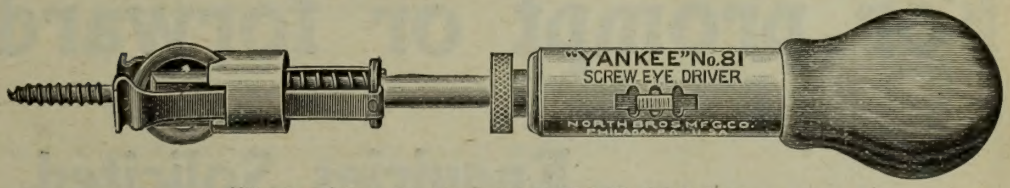
"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

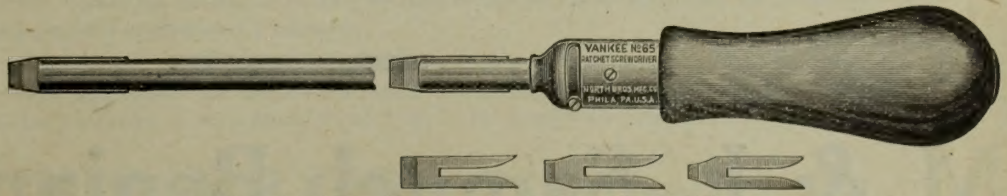
are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.

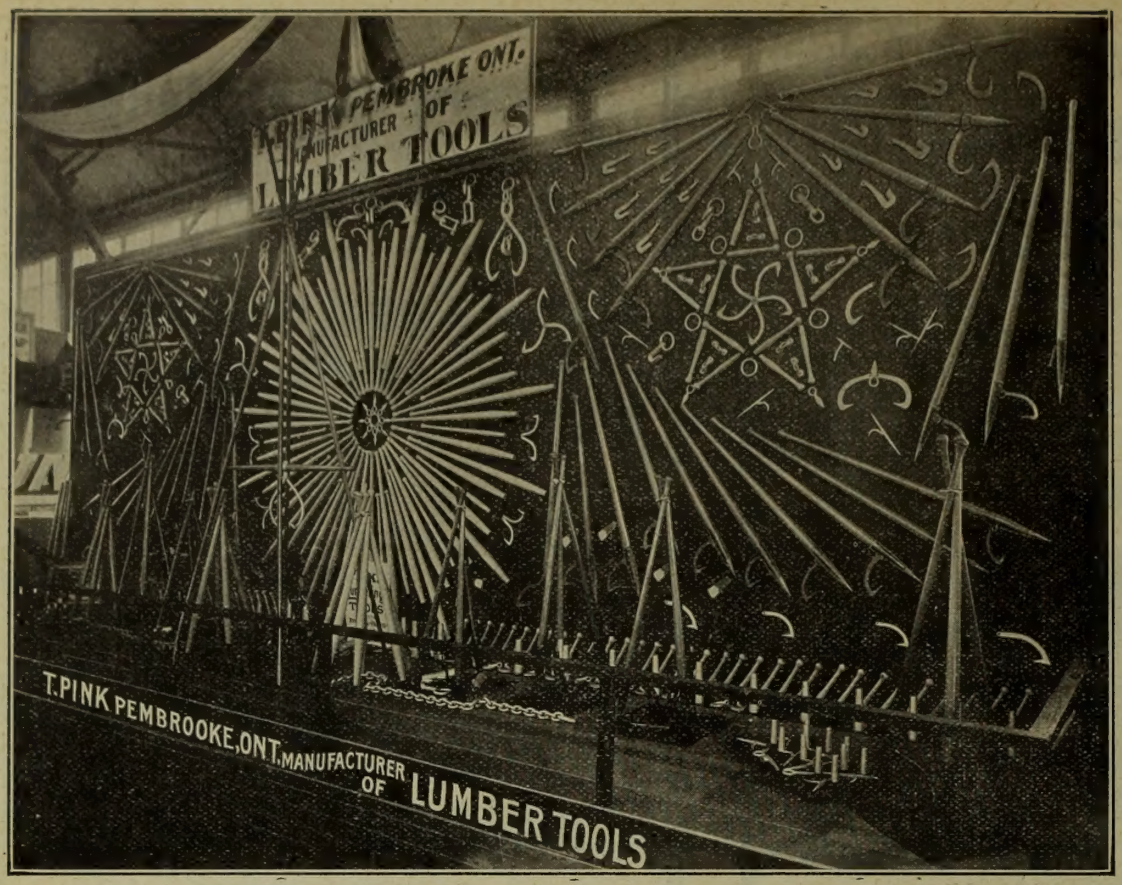


"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

"GLENGARNOCK" PIG IRON

For prompt or forward delivery.

Enquiries Solicited.

M. & L. Samuel, Benjamin & Co.

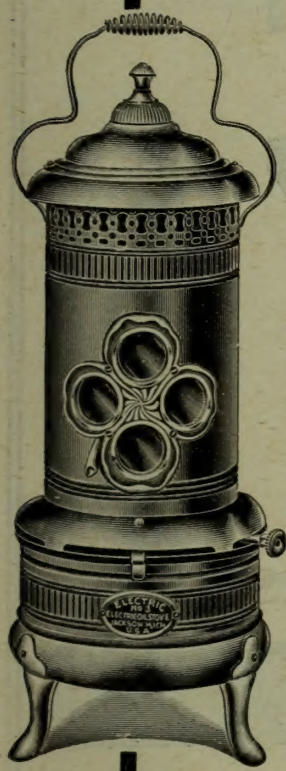
Cor. King St. and Spadina Ave.

Toronto

MORE THAN A MILLION IN USE. SOLD ON MERIT—NEVER ON BLUFF
THE BIGGEST HEAT VALUE IN THE WORLD FOR THE MONEY

Alumino AND Electric Oil Heaters

The only oil heaters which heat from the sides and bottom as well as from the top, therefore the only oil heaters which can be satisfactory because they heat the entire room.

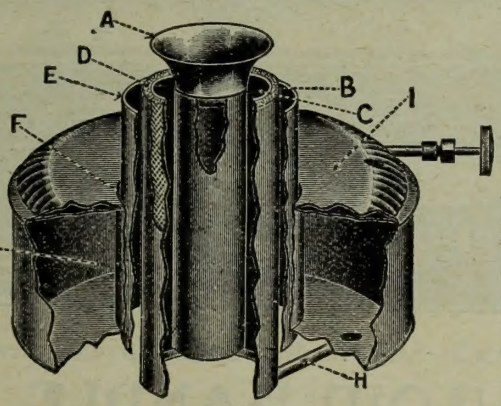


No Smell, No Smoke, No Danger, No Trouble. A furnace for Heat—No other Oil Heater on earth so good, so safe, so SATISFACTORY

The only oil heaters equipped with our **Grand Safety Burner**, which alone gives perfect combustion and therefore perfect safety with perfect heating qualities.

NOTE

A sale is made as soon as you show this burner to the prospective purchaser, and when you make a sale there are no "after troubles."

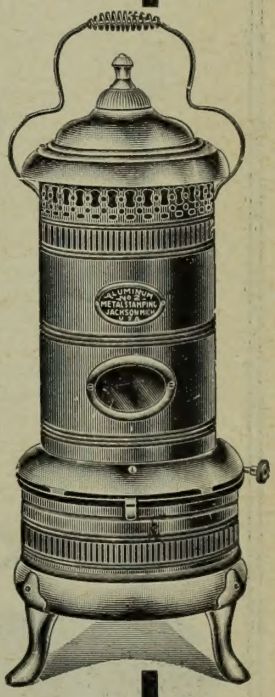


Sectional View Showing Construction Grand "SAFETY BURNER."

A—Flame Spreader; B—Air space outside of Wick; C—Air space inside of Wick Tube; D—Wick; E—Outside Casing to Burner; F—Air space between Fount and Outside Casing; G—Fount for oil, entirely separate from Burner; H—Feed Pipe carrying oil from Fount to Burner.

NOTE

Any child can operate and rewick these heaters. It is never necessary to send a man out to rewick or keep them in running order.



The **Patent Wick Control** makes it impossible for a careless operator to turn up too high or for smoke to be produced.

The **Solid Flame Spreader** without perforations prevents clogging up with the result of bad odors.

The **Workmanship and Finish** are a delight to the eye, and the general utility of these heaters is beyond competition.

These are the heaters which mean money for the dealer because by their strong practical merit they sell themselves—they stay sold, and every sale is a seller because it creates new customers.

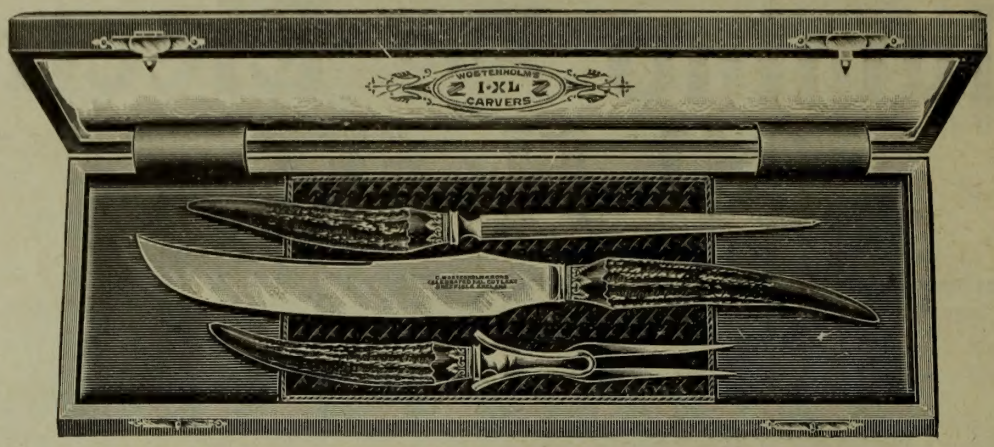
So far this year the demand is double that of last year. Send us your orders early—now. Ask for a supply of our descriptive book, pass them out to your customers, every book sells a heater, and we supply the books to you without cost. Every one guaranteed, and our guarantee is not a promise but a fact. It means money back if a heater should prove unsatisfactory.

LEWIS BROS., Limited

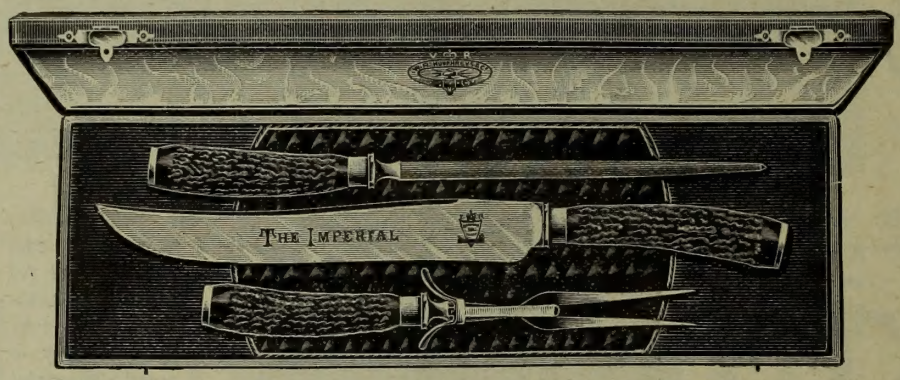
Sole Agents for Canada

Ottawa **Toronto** **Montreal** **Calgary** **Vancouver**

CARVERS

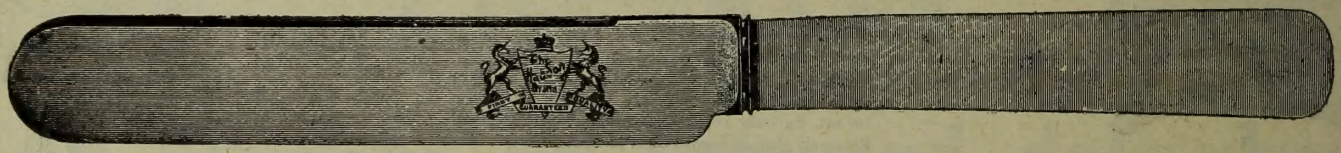


No. 3087 x 3—Genuine Stag Handles, Polished Oak Case.

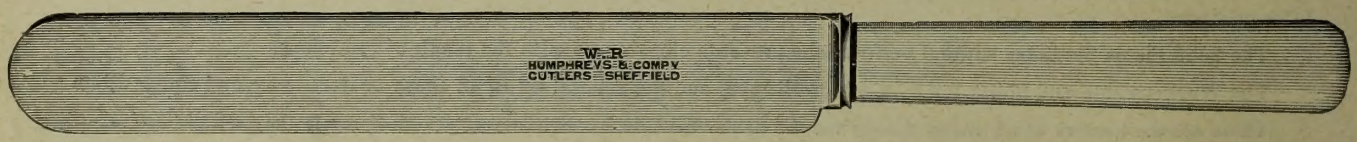


No. 8049 x 3—Stag Handles, Silver Ferrules, Leatherette Case.

CELLULOID HANDLE KNIVES



No. 258—"Haddon Brand" Table or Dessert Size.



No. 114—Table or Dessert Size.

Ask our travellers to show you our samples or write direct for prices.

WOOD, VALLANCE & CO., Hamilton, Ont.

BRANCHES:

GEO. D. WOOD & CO., Winnipeg, Man.

WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver, B.C.

WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson, B.C.

TORONTO OFFICE, 94 Bay St.

H. S. HOWLAND, SONS & CO. LIMITED

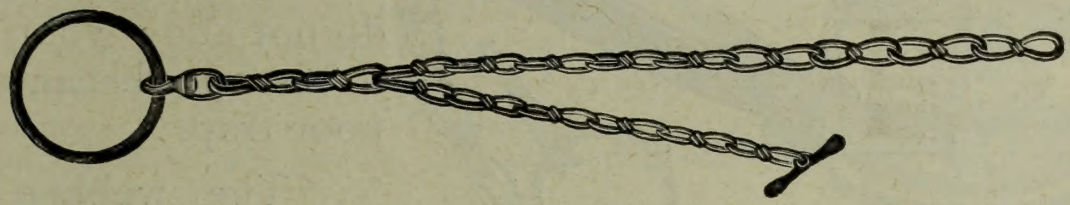
HARDWARE MERCHANTS

Only Wholesale

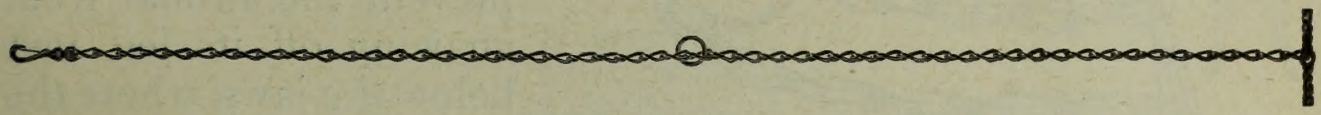
138-140 WEST FRONT STREET, TORONTO.

Wholesale Only

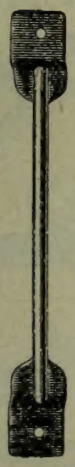
HALTER, DOG AND COW CHAINS.



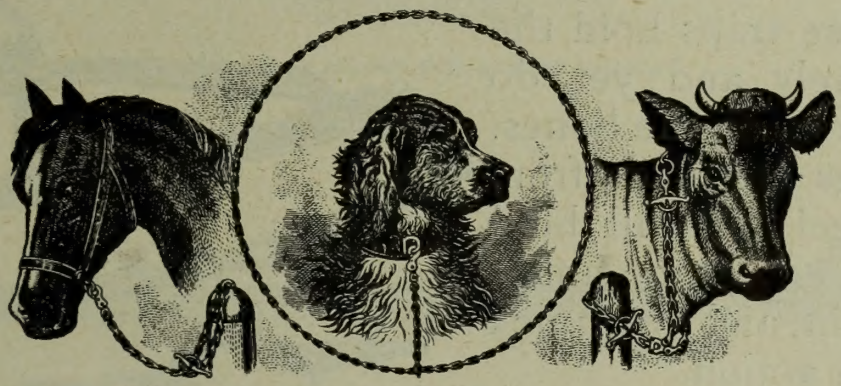
Close Ring Cow Chain.



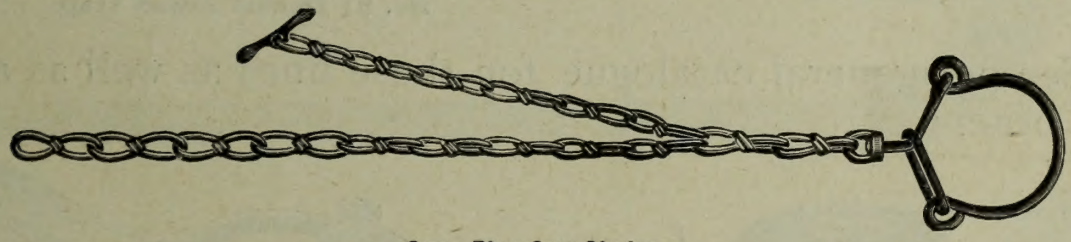
Dog Chains.



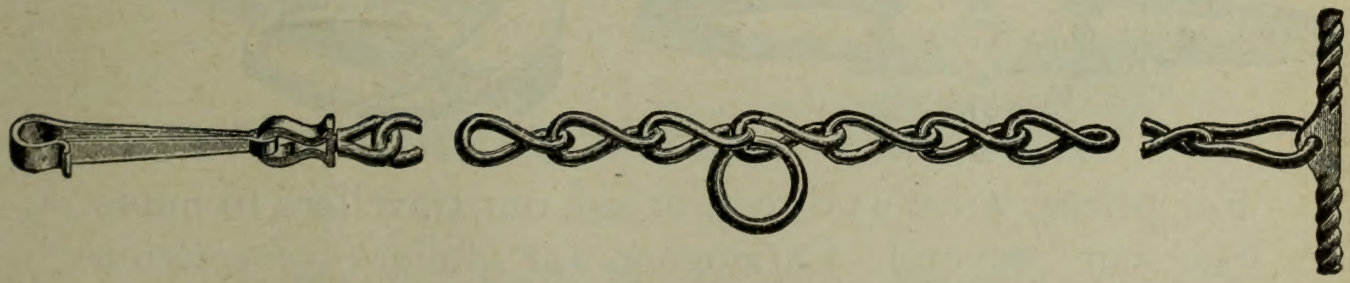
Stall Fixture—Stamp Steel



Stall Fixture—Round Steel.



Open Ring Cow Chains.



Halter Chains.

For a fuller line of Halter, Dog and Cow Chains see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

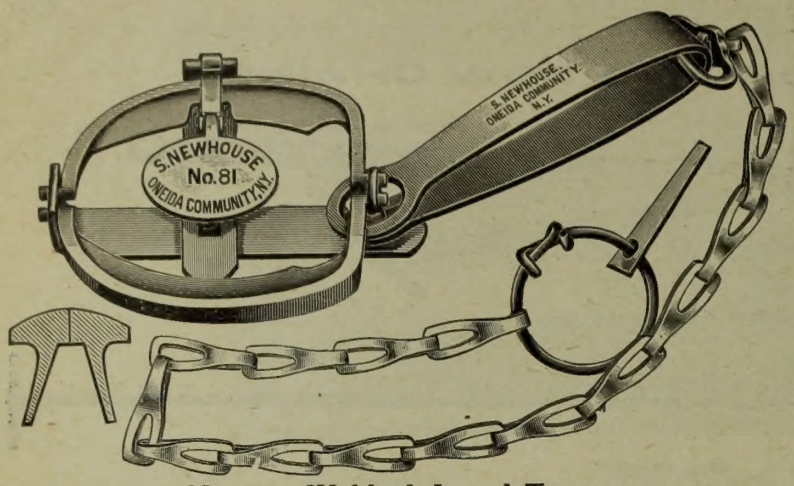
We Ship Promptly

GRAHAM NAILS ARE THE BEST

Our Prices are Right

Factory : Dufferin Street, Toronto.

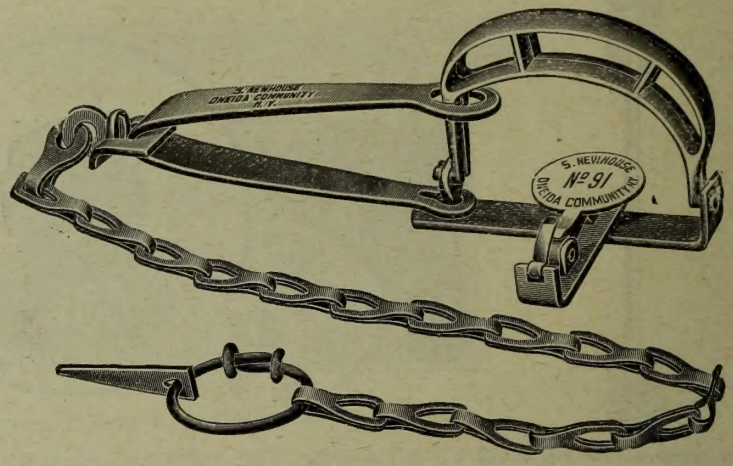
ANIMAL TRAPS



No. 81—Webbed Jawed Traps.

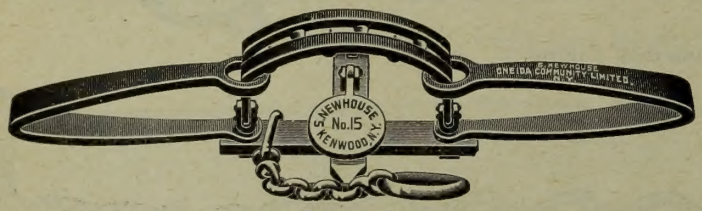
There is money in handling reliable traps so do not allow your Trade to escape because of a poor trap.

The webbed jaws prevent the animal from gnawing off its leg just below the jaws, where the flesh is numb from pressure. These traps hold the game securely and yet do not break or crush the bones. The springs are made from the best steel and will hold their temper even under severe strain, and are quick and sure in action.

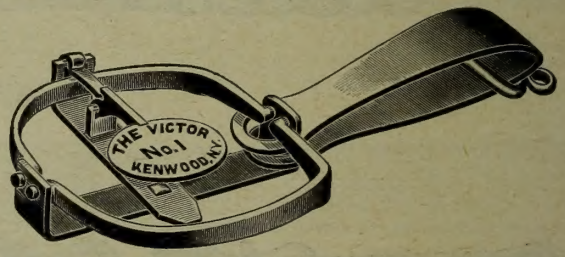


No. 91 Double Jawed Traps.

See our general catalogue for these lines as well as a great many others.



Bear Traps.



Victor Traps.

For prices, write us direct, or ask our travellers to quote.
See our general Catalogue for fuller information.

FROTHINGHAM & WORKMAN, Ltd.

F. & W.

Wholesale Hardware and Iron Merchants

MONTREAL - - CANADA

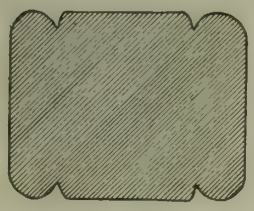
F. & W.

THE ONLY IMPROVEMENT

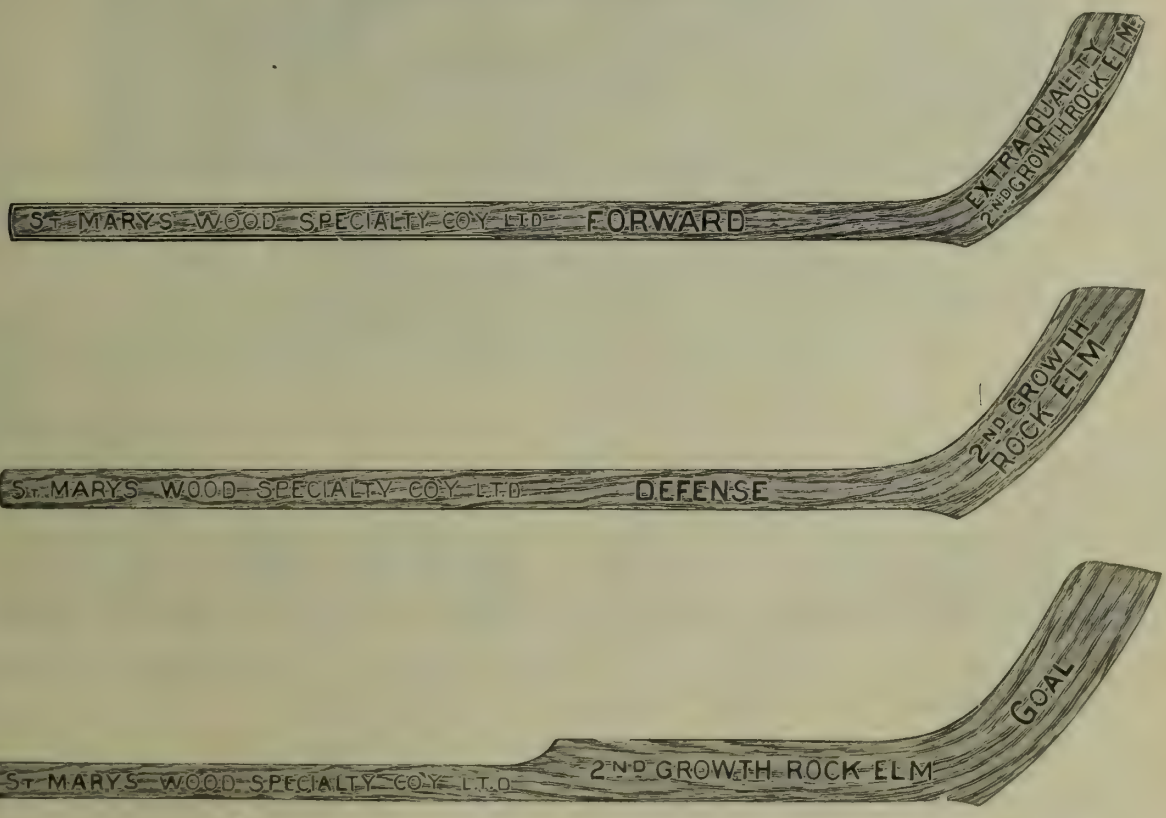
made in recent years in hockey sticks is found in those we are handling this year. The object of this improvement is to prevent the formation of blisters on the hands of the players caused by gripping the stick too tightly. It has been tested and decided to be the best by some of the leading clubs in Montreal, who will use it this year.

You will do wisely to order a supply of these sticks for this winter's trade. Show them to the hockey players. They will see the advantages of the patent anti-blister handle.

The sticks, too, are made of the best of timber, well-finished and of the most approved shape for forward, defense and goal position. The anti-blister feature is patented and is not to be found on any other hockey stick.



SECTION OF PATENT ANTI-BLISTER HANDLE



Caverhill Learmont & Co

Wholesale Distributors

MONTREAL and WINNIPEG

ANNOUNCEMENT! We have the selling agency for

The HERRING-HALL-MARVIN SAFES

The Best Safes Made

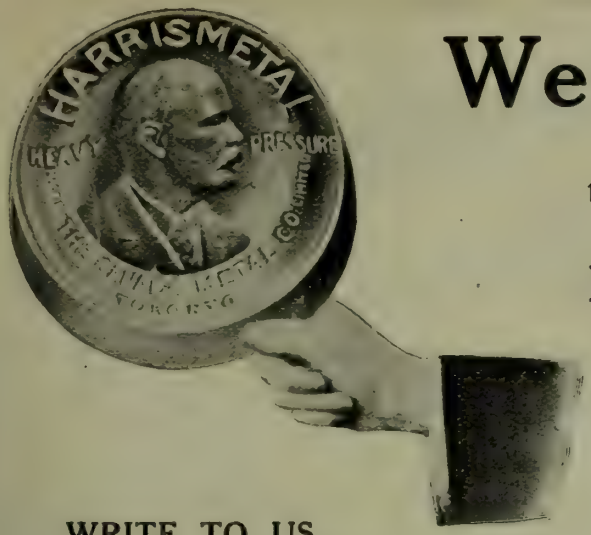
¶ Every business man requiring protection for funds, documents, books, etc., will be interested in the new features and improvements contained in these safes.

¶ Have you suitable protection now?

THE CANADIAN FAIRBANKS CO., Ltd.

MONTREAL

TORONTO ST. JOHN, N.B. WINNIPEG CALGARY VANCOUVER



We Hand You

the handiest of Babbitt Metals.

Harris Heavy Pressure Bearing Metal, in round Ingots, is a perfect ant-friction metal. It is the best seller in the Hardware Trade from coast to coast.

WRITE TO US FOR PRICES

THE CANADA METAL CO., LIMITED

TORONTO, ONT.

"Enterprise" Meat Choppers and

"Enterprise" Sausage Stuffers and Lard Presses

DRIVE THESE TANDEM !

Every user of an **"Enterprise" Sausage Stuffer and Lard Press** needs an **"Enterprise" Meat Chopper.** Sell them together. Push them together. Drive them "tandem."

Every dealer, and almost every buyer, knows the superiority of genuine "Enterprise" Choppers.

Lest you forget, we remind you of these points about the **"Enterprise" Sausage Stuffer and Lard Press:**

Accurately-bored cylinder. Lips on the inner tin cylinder to make easy its handling when heated.
No hot iron cylinder to handle when pressing lard.
A patent latch which prevents breaking of plates.
Patent corrugated spout prevents air entering the casing, thus assuring preservation of sausage.

Write for catalogue describing, illustrating and listing these and other "Enterprise" specialties. Get our advertising aids for dealers.

The Enterprise Mfg. Co. of Pa.,

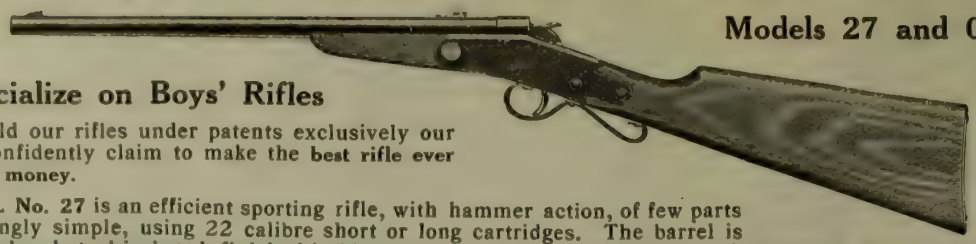
Philadelphia, U.S.A.

21 Murray Street, New York. **438 Market Street, San Francisco.**

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

We Specialize on Boys' Rifles

Prices $2.00 and $2.25

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

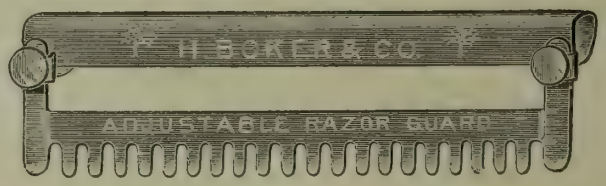
Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

H. BOKER & CO.

ADJUSTABLE RAZOR GUARD



RETAILS AT 25c. EACH

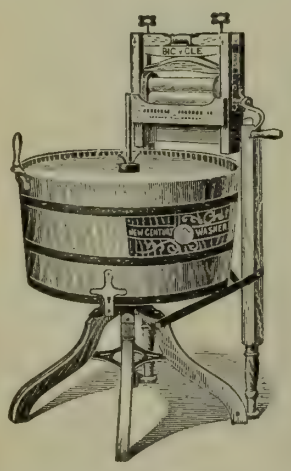
Makes the ordinary Razor into a Safety Razor by sliding the guard on to the blade. It is finely finished and Nickle Plated.

WRITE FOR OUR FREE BOOK:

"Some Pointers for Gentlemen Who Shave Themselves."

McGILL CUTLERY CO., Reg'd P.O. Box 366, MONTREAL, P.Q.

The NEW CENTURY WASHING MACHINE and its ONLY RIVAL



FOOD FOR THOUGHT

If you don't know The Dowswell line of **up-to-the-minute** Washing Machines, Wringers and Churns, you don't know all you ought to know about a good thing. Our Trade Mark is not a big thing to look at, but it is a mighty big thing to help tide over dull times.

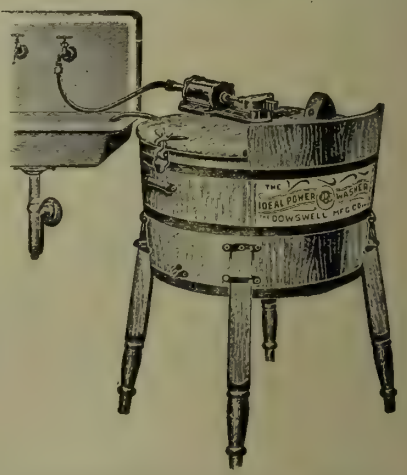
THEY'RE SIMPLE and THEY'RE CERTAIN

The Dowswell Mfg. Co. Ltd.

HAMILTON, - ONT.

Agents:

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Harry F. Moulden, 290 Carry St. Winnipeg, Man.



Perfectly Simple and Simply Perfect

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

To the Hardware Trade

The 1907 Edition, Canadian Industrial Blue Book, is sold. The 1909-10 Edition will be $5.00, subscription only. No extra copies will be published.

THE MANUFACTURERS' LIST CO.,
Witness Press, MONTREAL

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

CHECK BOOKS

"PLIC BOOKS"

For making carbon copies of your letters and orders. Write for information.

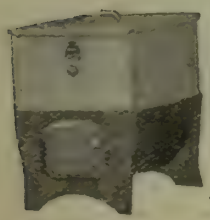
THE CARTER-CRUME COMPANY, Limited
445-447 King St. W., Toronto, Ont.

FEED COOKERS

FEED COOKERS

A good line to handle. Write us for full particulars and prices.

James & Reid, Perth, Ont.



FOOD COOKER

Tank directly over fire heats quick with little fuel. Safe - can be placed anywhere a stove can. Very satisfactory. Used for many purposes. Prices low. write us.

The Steel Trough & Mach. Co. Ltd.
Tweed, - Ontario

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

OUR SPECIALTIES

for this month are: Asbestos Stove Pipe Thimbles, Gas Heating and Cooking Stoves Combined, Four Styles Heating Drums, Air Tight Heating Stoves, "Nestable," Four Styles Ash Sifters, Three Styles Toasters and other good specialties, all Hardware Stores.

THE COLLINS MFG. CO., TORONTO.

METAL STAMPING.

STEEL STAMPINGS

We design stampings to replace castings of all kinds. Send sample for estimate.

ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

PULLEY BLOCKS & CARGO GINS

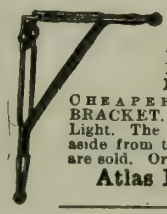
On Admiralty List.

Pulley Blocks and Cargo Gins.

Large variety of patterns. Single, Double, Treble and Snatch. For Hemp or Wire Rope. Fitted with Galvanized or Gun Metal Sheaves, Patent Roller Sheaves, or Patent Self-Oiler Sheaves. Best possible workmanship and quality guaranteed. As supplied to H.M. Government. Also Cargo Gins and Ship's Fittings of all kinds.

DAVEY & CO., 88, West India Dock Road
LONDON, E

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS

are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.

VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

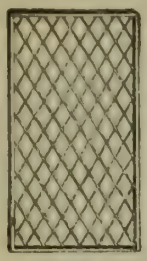
Crescent Wire and Iron Works
KINGSTON, ONT.

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

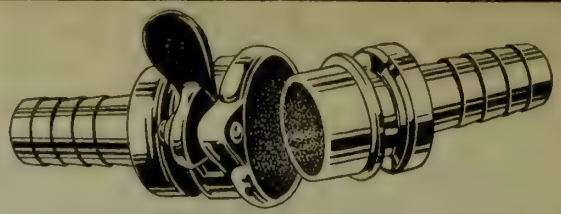
Wire Cloth, Coal and Gravel Screening. Window Guards, Spark Guards and Grille Work.

We are offering a splendid selling line of

ORNAMENTAL FENCING AND GARDEN BORDER

Illustrated Price List on application.

THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.



"As simple as A.B.C." explains the ease and quickness with which the

Time-Saver Hose Coupler

can be used. It saves from 2 to 3 minutes on a coupling and it makes a water tight joint instantaneously. It will be more than appreciated by any hose user.

SEND FOR PRICE LIST

The Time Saving Coupler Co., Limited
166 Bay Street - - TORONTO

GLUES, GELATINES SIZE, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

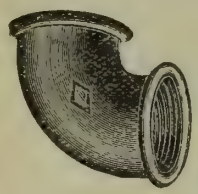
ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

As a diamond stands for the highest quality in gems so does



"DIAMOND" BRAND FITTINGS

typify perfection in their own particular line. There are no sand holes in "Diamond" Brand fittings. They are perfect in threading material and finish.

LOOK FOR THE TRADE MARK "DIAMOND"
IT IS YOUR PROTECTION AND OUR GUARANTEE.
WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

World Renowned Patented

"DREADNOUGHT" MILLING FILE

The best File on Earth, for steel, iron, brass, babbitt, lead, wood or anything else. of economy, durability, rapidity, machine work, lathe or hand work.

A MARVEL

Your satisfaction or your money back. Get a sample dozen.

WRITE FOR CATALOGUE

Sole Manufacturer for Canada **J. H HANSON TILLEY CO., Limited, 422-424 St. Paul St., MONTREAL**

Simonds'

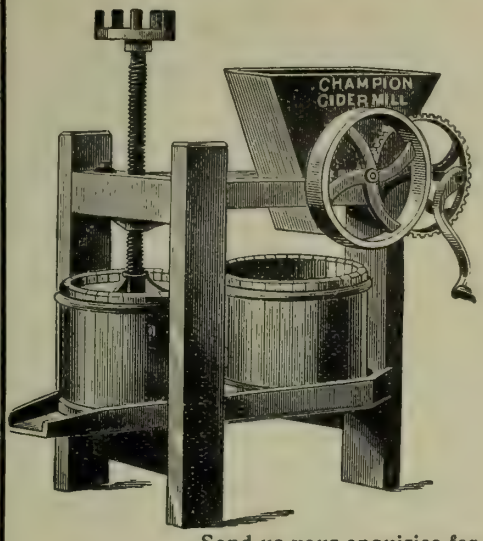
"Crescent Ground"

Cross-Cut Saws

The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Toronto, Ont. St. John, N.B.

Cider Mills and Presses



Order now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your enquiries for

Drilling Machines, Forges, Wheelbarrows, Washing Machines of All Kinds, Butter Workers and Shipping Boxes, Blacksmith's Machine Tools, Wagon Skeins

The London Foundry Co., Ltd.
LONDON, CANADA

The Howland Pump Oiler

FOR SALE BY ALL CANADIAN JOBBERS.

A slight pressure of the thumb-piece pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois

The SHOOTING SEASON

always creates a big demand for Ammunition. The DEMAND for the Ammunition of

F. Joyce & Co., Ltd., of London, Eng.

is greater than ever before. Why? Because its QUALITY is right and its merits are known to the consumer all over CANADA.

Stock Nitros, Walthams, Ideals and Ballistites

There is profit in it for you and PRESTIGE for your store in selling these.

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SOLE AGENT FOR CANADA

DISSTON SAWS

BACKED BY THE
DISSTON SAW WORKS
AND BY THE
DISSTON METHOD
of manufacturing

THIS BRAND

ON SAWS AND TOOLS
will continue to be recognized
n the future as in the past
SIXTY-EIGHT YEARS
as a guarantee of Highest
Quality and Efficiency.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

LION

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

Sisal Rope
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CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
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TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

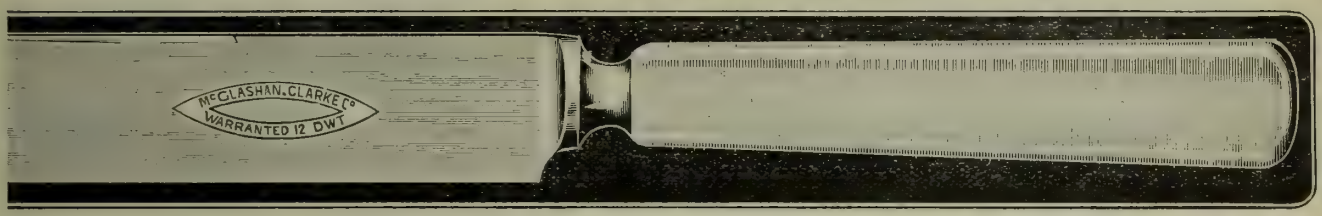
Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

Table and Dessert Knives——CELLULOID OVAL HANDLE



Swedged Blades, made from the finest English Cutlery Steel, 12 dwt., hand burnished. Blade handled with best grained Celluloid, warranted secure. Packed in very attractive rack boxes—½ doz. to the box. Write for Catalog and Discounts.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

SWASTIKA

LONG LIFE METALS

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LONG LIFE METALS

BABBITT

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb. *Write for Booklet*

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Get After Building Contractors

and supply them with **Structural Steel.** Our great plant is turning out thousands of tons of this modern building material, which is a legitimate hardware store line. We are prepared to quote you very **close prices** on **Structural Steel** for all purposes; and to furnish you with any Structural Steel information which may aid you in securing profitable orders.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

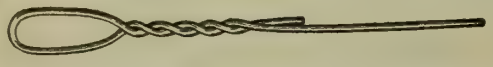
DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL AND TORONTO

Annealed Hay Baling Wire and Bale Ties

Cut to any desired length with single loop.



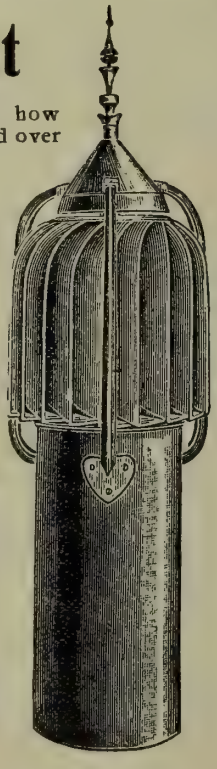
QUALITY—THE BEST. **SHIPMENTS**—RIGHT

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly inerease this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



Aeolian Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE **J. W. HARRIS CO.,** LIMITED
General Contractors and Manufacturers
MONTREAL

New Sty'e H. & C. ide Wall Register.

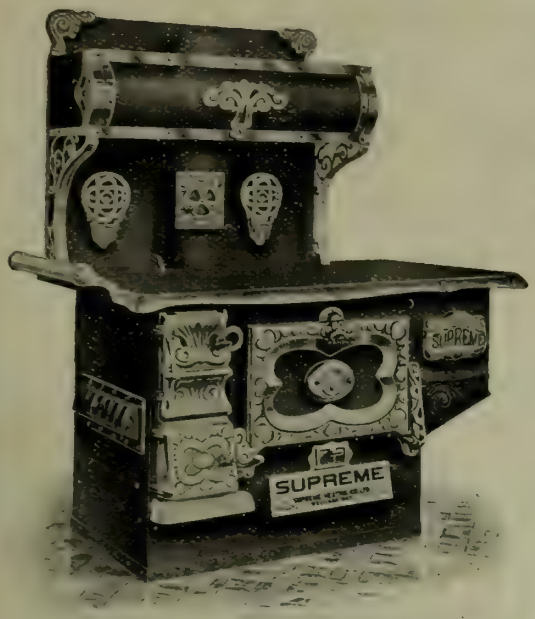
BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

HART & COOLEY CO., Booth St., New Britain, Ct.

SUPREME STOVES AND RANGES

Cut Down Your Fuel Bill By One-Half



BACKED BY A GUARANTEE

Supreme is the name of our Company and Supreme is our device for saving ***50% and over in Soft Coal and Wood and 30% in Hard Coal over any Stove now on the market.***

TRADE MARK SUPREME STOVES REGISTERED

We claim the following great results:—

1. ***Fifty per cent. saving in fuel.***
2. ***Minimum quantity of smoke.***
3. ***Minimum quantity of ashes.***
4. ***Evenness of heat distribution.***

Our device is secured by Letters Patent in Canada, Great Britain and the principal Countries of Continental Europe.

Made in 4 distinct sizes—very handsome in design.

We are establishing agencies in all the principal Cities and Towns in Canada.

Write for Our Illustrated Price List.

THE SUPREME HEATING COMPANY, LIMITED

WELLAND, - - - CANADA

LACKAWANNA FURNACE

LACKAWANNA
A Very Powerful and Economical Furnace

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot

BUILT LIKE AN ENGINE AND WORKS AS PERFECTLY AS ONE

The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

A good horse will sell for more money than a poor one, so will the **Lackawanna**, because the value is there.

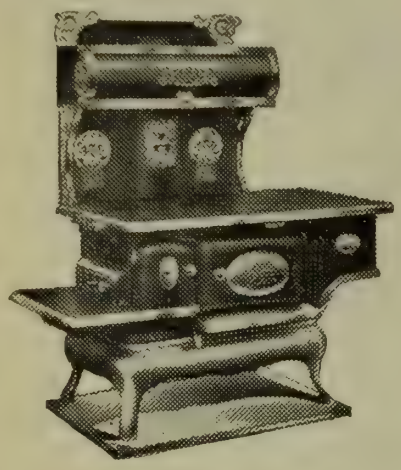
BUTTERWORTH & CO.

Limited

OTTAWA - ONT.

Here is a Proposition

Are you quite satisfied with the results of your stove business in the past? Have you ever thought it likely that a better line of stoves and ranges might bring more satisfactory results? Why not get in touch with usand handle the



EMPIRE STOVES and RANGES

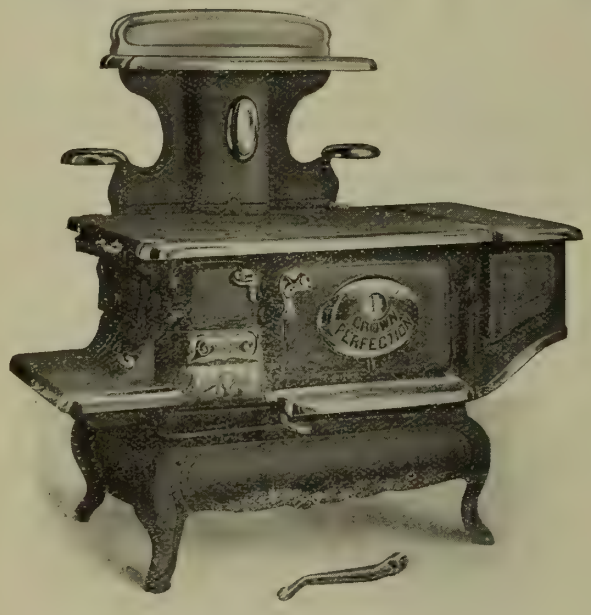
Every one of the extensive variety of size and style in the Empire line has a customer-attracting appearance, backed up by sound customer-keeping quality in every pound of material, design and workmanship.

A glance at our Catalogue will make you want more particulars, so send for the Catalogue to-day.

CANADIAN HEATING & VENTILATING CO. LIMITED

OWEN SOUND, - ONTARIO

Selling Agents: Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.



Crown Perfection Range

Why is the Crown Range

taking so well among the trade?

Because it not only has good talking and selling points, but because these talking and selling points are **real points of merit** that will stand back of the dealer after he has sold the Range.

Ask us to tell you about the
TWO-WALLED OVEN

The JAMES SMART MFG. CO., Limited

BROCKVILLE, ONTARIO

"Mic-Mac" Hockey Sticks

We are not the only ones who think a lot of this stick—there's hundreds of expert hockeyists throughout the country who swear by it. Made of selected second growth, Yellow Birch. Suitable for forwards, defence and goal. The natural grain of wood runs with curve of blade. Every stick carefully inspected before leaving factory. The word "Mic-Mac" is fully covered at Ottawa as a Trade Mark.

Write for a Skate Book—a postal will bring it.

Starr Manufacturing Co. Ltd. - Dartmouth, N.S.

BRANCH OFFICE: TORONTO, ONT.

Davidson's "Premier Royal"

The very embodiment of a Perfect Cooking Range

Combines attractiveness with many up to date features : :

Duplex Grate
Detachable Guard Rails
Large Ventilated Oven
Extra Large Fire Box
Heat Indicator
Simmering Cover
Smooth Castings

Made in three sizes and seven styles.

Show a "Premier Royal" to your customers

and you will have no need to talk all day to make a sale

Cut illustrates Style F with steel high closet.

WRITE FOR DESCRIPTIVE CATALOGUE

The Thos. Davidson Manufacturing Co., Limited

Montreal and Winnipeg

Our Travellers Cover the Dominion

That's right. And no matter in what part of Canada you reside you are within reach of one of them.

He'll call and talk over the stove situation with you, post you on general market conditions and explain, if you wish, the reason why McClary Success duplicates itself in the store of the McClary Dealer, and why McClary Enthusiasm is a good thing to contract.

He will show you that the McClary record is a powerful sales-influencing factor with prospects, and that the dealer not only receives full benefits from this record, but also receives many other forms of assistance which we will enumerate next week.

Don't you think it would be nice for our traveller and yourself to be seen together in your store laying the plans for a big stove year?

☞ Then request a call.

McClary's

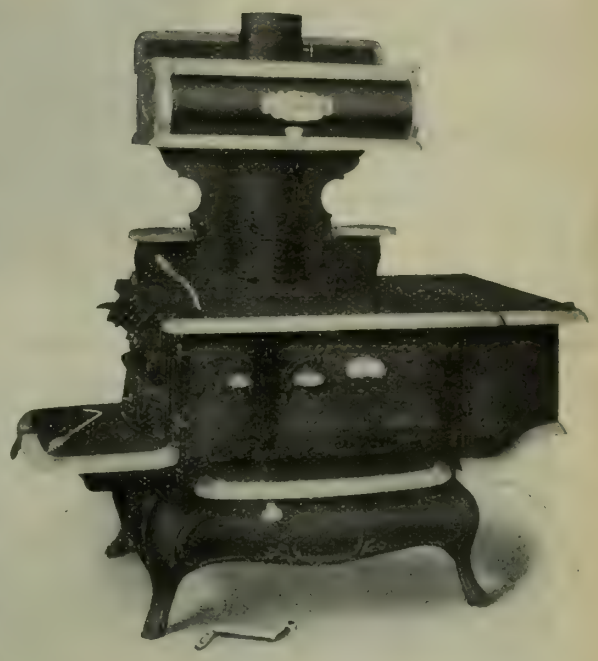
London **Toronto** **Montreal** **Winnipeg**
Vancouver **St. John, N.B.** **Hamilton** **Calgary**

P.S.—Our Stove-Shipping Facilities Now Surpass Anything On The Northern Half Of The Continent.

Gurney-Oxford

Hard Sense Talks to Live Dealers

YOU will find it—perhaps you have found it—harder and harder to sell a woman a range on the strength of forty-six pounds or so of needless and tawdry nickel-plate. The housewife of 1908 is pretty well educated up to the point where you have to SHOW her good reasons WHY one range is better than another; and she wants more than gew-gaws when she spends good money for a kitchen help. You CAN show her with this beautiful range—it has the looks and it has the merits, too. You will sell it easier and the purchaser will come back to buy of you again — but never to complain. You can build your reputation with



THE IMPERIAL OXFORD

"The Range It Takes Less Time To Sell More Of"

ARTISTIC

No prettier range ever stood on a floor—its artistic excellence of design is clear to any eye. Yet it is easiest to keep clean—not a bit of needless ornament, no dust traps. The nickel rails can be readily removed when desired. The whole look of the range impresses the buyer with its class—it shows its quality at a glance.

CONVENIENT

Every detail of the Imperial Oxford makes for convenience in operating it, banishes bother, really helps the cook. The lift-up hearth, for instance, lets you take out the extra deep ash pan without making any muss at all—so different from other ranges. The oval firebox, with its removable linings — perfect combustion assured, no dead corners to the fire, and so handy to deal with in every way. The new Imperial grate—but get the catalogue and see for yourself. It is THE convenient range, indeed.

PRACTICAL

The oven is perfectly square and very roomy. Its heat distribution is absolutely even, ALWAYS—compelled to be so by a centre flue-strip which distributes the heat evenly to each pot-hole and to the entire surface of the oven-plates. It bakes so much better than other ranges half the heat has to travel round the front of the range, and thus the front of the oven is equally hot with the back, the top with the bottom. You can DEMONSTRATE this most vital fact to the buyer's complete satisfaction.

We would count it a favor if you asked for catalogue. It is worth your while.

The Gurney Foundry Co., Limited, Toronto

Stocks carried at **Montreal, Hamilton, London, Winnipeg, Calgary, Edmonton, Vancouver**

LOW FREIGHT RATES AND QUICK SHIPMENT ASSURED.

GURNEY-OXFORD

One of the Reasons for Satisfaction

Every **Standard Heater** has a full metal lining passing ENTIRELY around the fuel chamber. This insures proper distribution of air to the burning carbon as well as an even distribution of the heated air. The fire never goes out till the user is ready to put it out and the maximum heat is drawn from the burning fuel.

STANDARD HEATERS

are not only made right but also look right. That's half the battle in selling anything.

ASK FOR 1908 PRICES

Ask about the new package for

STANDARD CARBON

The best carriage heater fuel on earth. Made right. Packed right. Get ready for cold weather now.

The Standard Stamping Co.
Marysville, Ohio - - U. S. A.

Phantom Picture, showing the new Carbon Package—every cake in a compartment by itself.

VULCANITE ROOFING

for your mill, factory, foundry or shop; in fact, for any building that needs a roof covering. Its application is broad and its life is long. If you use it your satisfaction will be deep.

PATENT VULCANITE ROOFING CO., 625 S. Campbell Ave., Chicago, Ill.

JUST THE THING

Distributing Agents: **KENNEDY HARDWARE CO., Ltd.,** 51 Colborne St., Toronto

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED
LONDON, ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

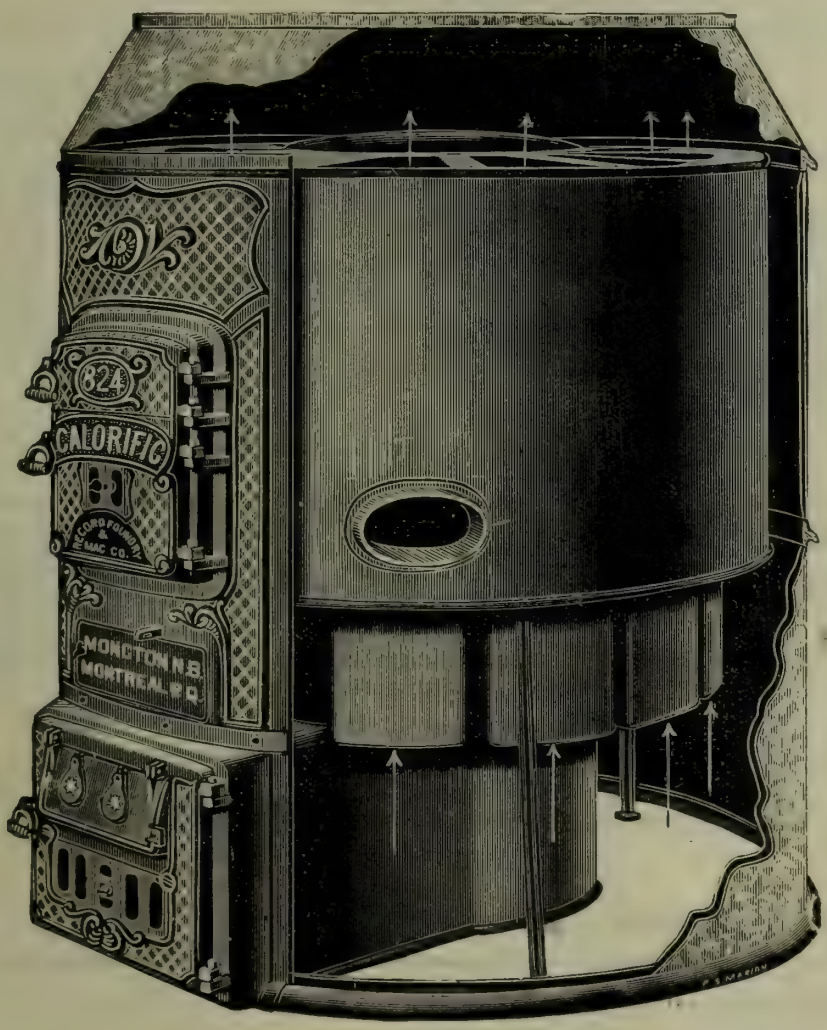
JOBBERS AND

THE FERD. DIECKMANN CO.
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Backed By a Guarantee

A Money-Back Proposition

That's what we do with the Calorific Furnace.
Its leading features are: Positive circulation of warm air.
Cold smoke pipe ensuring no waste of heat or fuel.
It has more radiation than any other furnace on the market and will last longer.



If this furnace does not accomplish ALL that we claim, we refund your money. What more do you want? Let us send you further particulars. Ask us for our new handbook on heating. For sale by the MacLean Publishing Co.'s Book Dept.

The Record Foundry & Machine Co.
LIMITED

Montreal and Moncton

Sales Agencies at Winnipeg, Toronto, Calgary, Vancouver St. John's, Newfld.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope **Transmission Rope** **Bale Rope**
Sisal Rope **Hide Cord** **Lath Yarn**
Clothes Lines **Leather Cord** **Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

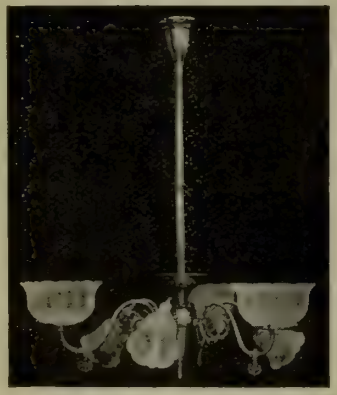
Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

LOW PRICES HIGH QUALITY NO DUTY

These are the three advantages which the Canadian hardware trade are offered by us. Why pay duty on imported abrasive goods? Our **Emery and Corundum Scythe Stones,** Razor Hones, Knife Sharpeners, Axe and Slip Stones, Grinding Wheels, etc., are the best made.

Catalogue Sent on Request

CANADIAN HART WHEELS, Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited



Mantels and Lighting Fixtures

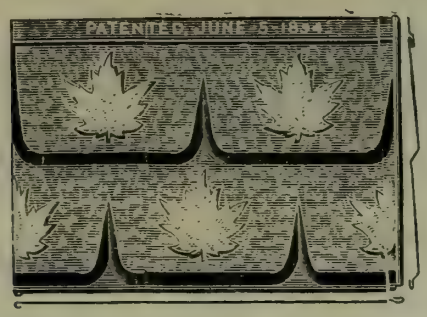
are all important subjects for consideration just now with those who are building or contemplating alterations. It will pay you to get in touch with these people; it means bigger profits and increased trade in it for you. We can help you materially by supplying you with a list of attractive quotations that will make it well worth your while. Write to-day—A postal will do.

The Barton Netting Company, Limited

38 Ouelette Ave., Windsor, Ontario

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.

"Safe Lock" Galvanized Steel Shingles



There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market ard is still the best. Get your prospects in line ard then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal. "We work with the trade."

The Metal Shingle and Siding Company, Limited

HEAD OFFICE and WORKS: PRESTON, ONT. BRANCH OFFICE and WORKS: MONTREAL

GENERAL SALES AGENTS

St. John, N.B.	Quebec	Toronto
Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
Winnipeg	**Calgary**	**Vancouver**
Clare & Brockest	Ellis & Grogan	Wm. N. O'Neil & Co.

Canada Foundry Company, Limited

14-16 KING STREET EAST

Montreal, Halifax, Ottawa, TORONTO, Canada. Winnipeg, Vancouver, Rossland.

MANUFACTURERS OF

Power Appliances of all Kinds

Complete Power Plants, Steam, Gas, or Electric.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

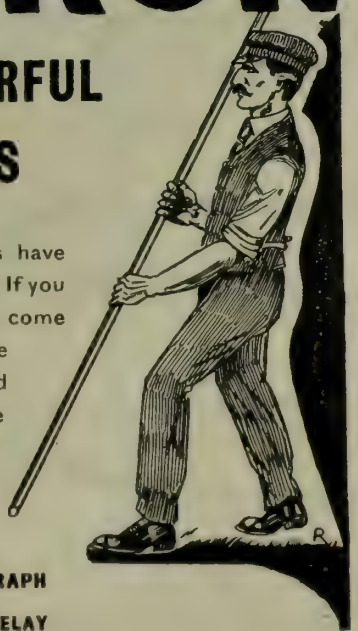
TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case

BAR IRON

TWO POWERFUL FACTORS



in the building up of our business have been high qua'ity and close prices. If you want to share in the benefits that come from a business that features these qualities, or if you are dissatisfied with your present supplies write us—we will be able to quote you some very interesting figures.

WRITE — PHONE — TELEGRAPH

PROMPT SHIPMENTS — NO DELAY

LONDON ROLLING MILL CO. LIMITED

LONDON — CANADA

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.

or to

Canada Iron Furnace Co., Limited

MIDLAND, ONT.

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

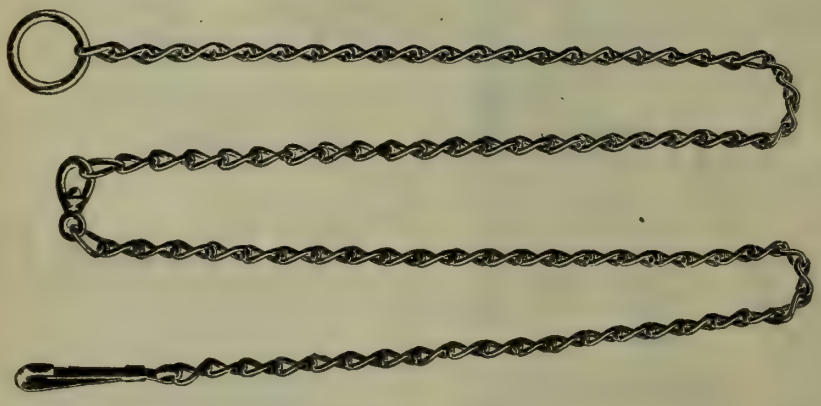
Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.



You might just as well mention on your order to the jobber: "Be sure and send Electric Welded Chain for our Traces, Cow Ties and Tie Outs."

They cost no more and give the best results.

McKinnon Chain Works ST. CATHARINES ONT.

LOCKERBY & McCOMB, MONTREAL

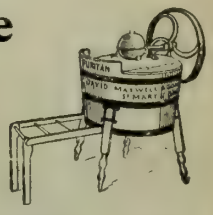
Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

WHAT THE WOMEN WHO USE IT SAY—

and a look at the machine itself, with its many very evident advantages—makes it easy for the dealer to sell a

"Puritan" Re-Acting Washing Machine



to almost every prospect.

Our newspaper advertising gets the women who are thinking of buying a washing machine interested in the "Puritan." Stock it and reap the profits on easy, steady sales.

DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

Burman No. 17 Power Clipper

Enclosed Gear Type

6 ft. Flexible Shaft "Burman" Clipping Head.

All Gears are Cut in Solid Metal.

Can be obtained from wholesale hardware houses throughout the Dominion
Write for Particulars.

Amatite ROOFING

Wenner Chain & Iron Company, Lebanon, Pa., Roofed with Amatite

FIGURE IT OUT

DEALERS sell Amatite Roofing with their lead pencils. They can prove every time to the hesitating customer that a roofing of Amatite's great weight at Amatite's low price with Amatite's "no paint" mineral surface is cheaper in the beginning and cheaper in the end than any kind of painted roofing.

It's a matter of cold figures, cold facts.

The dealer doesn't have to argue; he only fills out an estimate and lays it before the doubter side by side with the estimate for the roofing that is going to demand painting every year or two and won't last as long as Amatite even then.

Amatite needs no painting.

The mineral surface is better—more permanent than many coats of paint and more satisfactory. The dealer that likes to "stand behind his goods" will be proud of the service Amatite gives. And we, in turn, "stand behind" the dealer, with the biggest advertising campaign in the roofing trade.

The Paterson Manufacturing Co., Ltd.

Toronto Montreal Winnipeg St. John, N.B. Halifax, N.S.

HAND POWER ELEVATOR

LOAD, 1,500 lbs.
CAR, 6 x 5 FT.

$100.00

F. O. B. HAMILTON ONTARIO

We supply drawings and instructions enabling anyone to install.

SAVE
TIME
LABOR
EXPENSE
HANDLING
GOODS
FOR UPPER
FLOORS

Write our nearest office for full particulars.

MONTREAL St. James St. | WINNIPEG McRea Block | VANCOUVER Alexander St. | OTTAWA O'Connor St.

Otis-Fensom Elevator Company, Limited

HEAD OFFICE — TORONTO, ONTARIO

Our Plant Is Complete, Our Products Perfect

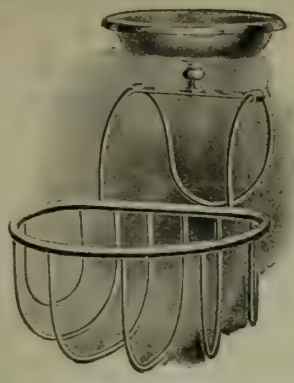
We have been longer in the screw business than any other firm in Canada. Hence our unrivalled supremacy in the manufacture of

Wood Screws Tacks

Wire Nails, Wire—Bright, Tinned, Coppered, in Coils or cut to lengths; Stove, Sink, Tire, and Sleigh Shoe Bolts; Iron, Brass and Copper Rivets and Burrs. Machine Screws; Staples, Corrugated Fasteners; etc.

Canada Screw Co., Limited

Toronto Hamilton Montreal



There is no particular season for bath room accessories—they are always in demand.

Especially if they are the Buffalo line of

BATHROOM FIXTURES

Their simplicity, ingenious construction and handiness make them ready sellers and sure profit bringers.

Send for illustrated Catalogue.

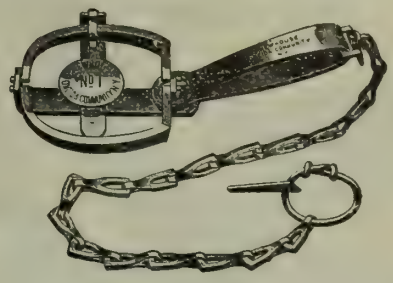
BUFFALO MFG. CO.

BUFFALO, N.Y.

Canadian Representatives:
H. F. McIntosh & Co.
51 Yonge St., Toronto.

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **A Genuine Newhouse** trap will hold the game and earn its extra cost several times in a season.



NEWHOUSE STEEL TRAPS ARE ABSOLUTELY GUARANTEED

Made since 1848 by

Oneida Community, Limited

Write for Catalogue — NIAGARA FALLS, ONT.

J.M.T. Globe Valve
with composition or copper renewable disc.

J.M.T. Check Valve
made screwed and

THE JAS. MORRISON BRASS MFG. CO. LIMITED TORONTO, ONT.

An Aid to Success in Business

Is the handling of ***RELIABLE*** Goods. The kind that adds to your reputation as a source of supply for the best only. It pays to handle

J. M. T. Steam and Water Goods.

They have a reputation of twenty-five years' standing as representing all that is Best in Quality.

Guaranteed for Durability and Efficiency

TRADE MARK J.M.T

The Improved
J.M.T. Injector

The improved J. M. T. Injector will work under a wider range of pressure than any other on the market.
Works low 18 to 20-lbs.
Works high to 220-lbs.

The JAMES MORRISON BRASS MFG. CO. Limited,

93-97 Adelaide St. West - - - - - TORONTO

Spear and Jackson Saws

are high-grade and well advertised therefore good sellers.

Write for Prices, Showcards, etc., from any of the following firms:

Messrs. averhill, Learmont & Co., - Montreal
89 St. Peter Street
Messrs. Frothingham & Workman, Limited, Montreal
St. Paul Street
Messrs. Prudhomme & Fils - - - - Montreal
10 Rue de Bresoles
Messrs. Stark, Seybold, Limited - - Montreal
Mr. Auguste Couillard - - - - - Montreal
Rue St. Paul
Mr. L. H. Hebert - - - - - Montreal
Rue St. Paul
Mr. David Madore - - - - - Montreal
Rue St. Paul
Messrs. The Chinic Hardware Co. - - Quebec
Mr. William Doyle - - - - - Quebec
15 St. Peter Street
Messrs. Emerson & Fisher, Limited - St. John, N.B.
Germain Street
Messrs. T. McAvity & Sons - - St. John, N.B.
Messrs. The Martin Hardware Co. - St. John's, Nfld.
Mr. George Knowling - - - St. John's, Nfld.
Messrs. J. Bishop & Sons - - - Brantford, Ont.
Messrs. The Vokes Hardware Co., Limited, Toronto
Messrs. The Wells Hardware Co., Fort Frances, Ont.
Messrs. McLennan, McFeely & Co., Ltd., Vancouver, B.C.

Spear & Jackson, Limited

Etna Works, SHEFFIELD, England

TRINIDAD ASPHALT

The attention of

CONTRACTORS

and others is called to the quality of Trinidad Asphalt, dug from the vicinity of the celebrated Lake in the Island of Trinidad. This asphalt has, for years past, proved highly satisfactory for

Street Paving

and

Insulating Purposes

Apply to

Lucien F. Ambard & Son,

Port-of-Spain, Trinidad, B.W.I.

When selecting your supply of

BRUSHES and BROOMS

be sure to see that the **BRAND** or name of a first-class reliable maker is behind the goods as a guarantee of **quality** and **durability.**

In choosing the

Keystone Brand

you get the best value in the market besides securing this guarantee of quality.

Manufactured by

Stevens - Hepner Company

LIMITED

PORT ELGIN, ONT.

UNITED STATES STEEL PRODUCTS EXPORT CO.
MONTREAL, QUEBEC.

EXPORTERS OF THE PRODUCTS OF

CARNEGIE STEEL CO.
LORAIN STEEL CO.
AMERICAN BRIDGE CO.

ILLINOIS STEEL CO.
NATIONAL TUBE CO.
WESTERN TUBE CO.

AMERICAN STEEL & WIRE CO.
TENNESSEE COAL & IRON CO.

STEEL PRODUCTS OF EVERY DESCRIPTION,

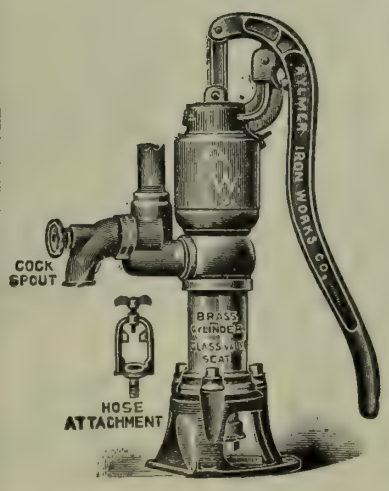
Orders for 1/12 of a dozen or a car load are treated in the same way and greatly appreciated.

McDougall Pumps

Insure growth in your Pump business and "it is a good line, too, to handle," but be sure of your quality.

"Aremacdee" is a guarantee

The R. McDOUGALL CO.
Galt, Canada LIMITED



PUMP DEALERS

are ever praising our Fig 49 House Force Pump. It is the most complete pump on the market, and is finished in A-1 style.

ONCE USED ALWAYS USED is its reputation.

THE AYLMER PUMP AND SCALE CO., Ltd.
AYLMER, - ONT.

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

QUICK TURN OVER OF PROFITS

That's the secret of modern business success—goods that please, that bring back customers; goods that help keep the clerks busy—a continual jingle of coin on the counter.

DOMINION AMMUNITION

is a staple to Sportsmen. It is sold all over the world and its sales increase every year by enormous figures. This means we helped retailers to make money selling Dominion Cartridges and Dominion Shells.

Shall we co-operate with you ? Write to us.

Dominion Cartridges (Sure fire.)

Regal Shells (Ballistite dense smokeless powder.)

Sovereign Shells (Empire bulk smokeless powder.)

Crown Shells (Best black powder.)

Dominion Cartridge Company, Limited, Montreal

Standard—Open—Galvanized

	Inches,	16	17	18
Per Doz.		$6.20	$6.50	$6.80
"	Funnel Galvanized		8.00	8.50

Kemp's Coal Hods

Standard—Funnel—Japanned

	Inches,	17	18
Jap'd Funnel, Gold Band		$6.00	$6.50
"	Extra Finish	7.00	7.50

Galvanized and Japanned Coal Hods that are made to meet the requirements of the trade. Our galvanized coal hods are strong and substantially made from heavy iron, with an extra heavy and perfectly even surface of galvanizing. Our Japanned Ware embodies in itself the durability of iron, with a heavy, rich black finish, derived from perfect and up-to-date japanning.

MANUFACTURED BY

KEMP MANUFACTURING CO.

COR. GERRARD & RIVER STS., TORONTO, CANADA

THE KEMP MFG. & METAL CO., Ltd.
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal

St. John's International Exhibition

One of the Most Successful Exhibitions in the History of the Maritime Provinces — An Average Daily Attendance of 14,000—Features of Canadian Agricultural and Industrial Life Admirably Represented— Some of the Leading Exhibits.

St. John's big international exhibition closed Saturday, Sept. 19, after one of the most successful weeks in the history of exhibitions in this province. Official figures for attendance were given at 69,-784. The exhibition opened on Sept. 12 and during the week the average daily attendance totaled 14,000. Public patronage was well satisfied and a particularly pleasing part of the show was the entire absence of rowdyism. The crowd was a most polite one, and it is indeed commendable to the management that not a single accident occurred throughout the whole week. To manager R. H. Arnold and his staff of capable assistants must be given all the credit for the success of the exhibition. Mr. Arnold was ably assisted in the task of successfully swinging a big fair by S. M. Wetmore, assistant manager and John T. Gleeson secretary. The others in the office staff included Miss King, Miss Burnham and James McKenney.

Every feature of Canadian life, agricultural, industrial, educational, or artistic was covered by the exhibition. Some of the most attractive and most visited of the exhibits are illustrated and engraved herewith.

JAMES PENDER & CO.

Jas. Pender & Co., Ltd., St. John, had an excellent exhibit in the Machinery Hall. Of special interest was the wire nail machine in full working order. This machine is turning out nails at the rate of 525 per minute. There were also several machines for testing the strength of wire and horse nails. A large exhibit of galvanized nails and galvanized custom work was also shown. There were several rolls of hay wire of all sizes, as well as wire nails, coated, plain, box-coated and blued.

In the centre of the booth there was on exhibition a display of hot forged horse nails. These nails are made from Siemen's soft steel rods, which are said to be the best material known for making horse nails and forged hot by automatic machines operating continuously. Along with these machines, which were designed and constructed by the Pender Company, new pointed machines have been built for making chisel pointed horse nails, that is, a nail with a positive beveled point like a firmer chisel, which is the acme of perfection in this respect.

The company are manufacturing the "Acme" galvanized wire nails, claimed to be the best in Canada. These nails are made by the hot dipping process, heavily coated with pure zinc, making them rust proof, free from lumps, and not stuck together. A test of these nails has been made by a public analyst, who reported as follows: "I have applied this test to both Electro and Acme galvanized nails, and hereby certify that the coating on the Electro galvanized was almost entirely removed by three immersions, while the coating was intact on the Acme after six immersions." Signed M. V. Paddock.

The Bull Dog and Coated Steel Wire Nails are chiefly used for holding two or more pieces of wood together, and the nails that do this best at the lowest cost are decidedly most advantageous to use. These nails were first manufactured by the Pender Company.

They also make Standard Toe Calks, both blunt and sharp, all sizes, from No. 0 to No. 7. These calks are made from steel that is easily welded and hard enough to wear well, and being forged hot by machinery are more uniform in size and have a better spur than any hand-made calks.

Hundreds of the visitors to the Exhibition took advantage of visiting the booth of this enterprising firm and were greatly amused in trying to solve a simple puzzle which consisted in separating or putting together two wire nails bent in a peculiar manner. Thousands of these nail puzzles were cheerfully distributed.

ST. JOHN EXHIBITION—Display of James Pender & Co., St. John.

JOSIAH FOWLER CO.

Passing from the Main Building into a wing on the southeastern side of the big Exhibition Building, visitors to the Fair could not fail to be struck with the imposing booth of the Josiah Fowler Co., Ltd., St. John, N.B., who manufacture axes, striking hammers, sledges, car and carriage springs and axles, edge tools, hatchets, chisels, draw knives and automobile springs. Several experts in this line of business were present at all times and they had few idle moments, large numbers of hardwaremen and visitors, being constantly present studying the advantage to be derived from the use of the above mentioned articles.

This firm, which was established in 1865, may be quoted as a pioneer house of its kind in the Dominion. The company was established by Josiah Fowler, and up to the present the firm has continued to expand.

The gentlemen identified with the business at present are Josiah Fowler, President; A. D. Barbour, Secretary-Treasurer, and Blanchard Fowler, Manager. These gentlemen give their closest personal attention and supervision to insure perfection of the output and economy of perfection.

Of late the Josiah Fowler Co., Ltd., have been making a specialty of automobile springs and repair work, supplying some of the leading makers of autos in Canada and holding testimonials from

most of them. The springs supplied by this firm are giving excellent satisfaction as they neither bend nor break, and are far superior to anything which a firm being interested in this work has ever

ST. JOHN EXHIBITION—Display of t he Josiah Fowler Co., St. John.

used in the past. It is the intention of this company to run this department to its fullest capacity during the coming season as trade for a first-class automobile spring is increasing every day.

In previous years at which this firm has had exhibits one of the strongest points in its favor, lies in the fact that they were awarded a silver medal in St. John for the best assortment of edge tools and axes, and also a gold medal in Halifax for the best exhibit in their line. At still another Fair held in St. John this firm carried off a prize of $25 for the most attractive display at the Exhibition.

CAMPBELL BROS. CHOPPERS.

It is a well-known fact that for the last twenty-five years the Campbells have always taken pleasure in making a display which surpassed by far anything in their line of manufacture by taking first prize, premiums and medals at every Exhibition they have shown at in London, England, Halifax, N.S., Fredericton and St. John, N.B.

In former Exhibitions they spent more time in finishing their goods for exhibit, but on account of starting late this year, they decided to show their line (with a few exceptions) just as they sell their axes, tools, etc., from the factory.

Campbell Bros.' main object in this Exhibition was to show and demonstrate the reason why their "XXX" Choppers and edge tools of "XXX" brand are superior to ordinary grades of goods, and Wilfred Campbell will be pleased to explain the quality and manufacture of their goods to any who may be interested.

This firm were awarded a very handsome medal at this Fair, presented by Henry Birks & Sons, Montreal, for their celebrated brand of Axe, "XXX" Choppers, Edge Tools, Carriage Springs and Axles, all of which goods are fully guaranteed by them.

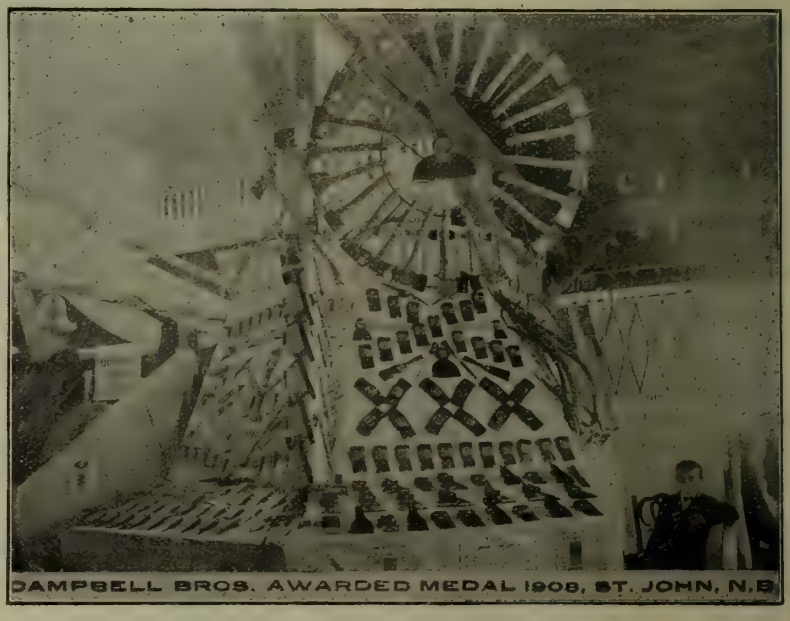
KITCHEN ICE-MAKING MACHINES.

Kitchen ice machines have been upon the market in France for a dozen years, but apparently they never have advanced much beyond the interesting scientific toy stage. In the chief bazaar of Marseilles one model remained on hand the price of which was 75 cents, and the salesman said that it had been imported from the United States. In this device, similar in form to the domestic ice-cream freezer, the water is placed in a tin receptacle, which is plunged into nitrate of ammonia. After agitation, ice is formed and withdrawn from the tin.

Better machines of French manufacture were upon the market for a long time, and sold for from $6 to $10. The manufacturers claimed that the nitrate of ammonia could be used over and over again, but in practice this appears not to have been the case. So much dissatisfaction followed the sale of these devices that most of the local dealers soon ceased to handle them.

At the present time one reliable Marseilles house is selling with satisfactory results another form of freezing machine, worth from $17.37 to $27.02, according to size. No. 0 gives 300 grammes (10.58 ounces) of ice per thirteen minutes; No. 1 600 grammes (21.16 ounces) in fifteen minutes; No. 2 1,200 grammes (42.32 ounces) in fifteen minutes, and No. 3 2,400 grammes (84.64 ounces) in twenty minutes. This device consists of a porcelain recipient for the water, which is placed inside a larger recipient containing either nitrate of ammonia or sulphuric acid and sulphate of soda. The whole, when tightly closed, is fitted to a curved iron frame, which once set in motion by the hand continues rocking automatically a sufficient time for the production of the ice. The manufacture of artificial ice in most French cities is now carried on upon such a scale that it is scarcely profitable to make use of domestic ice-making machines, which nevertheless appear to have a considerable utility in hot countries where modern ice manufacturing and distributing methods do not exist.

Exhibitions were held last week at Sussex and Woodstock, and were very largely attended.



ST. JOHN EXHIBITION—Display of Campbell Bros.' Axes.

G. W. Green, of Hartland, has disposed of his stock of general merchandise to Ziba Orcer, who a month ago sold his hardware business to the Rigby Hardware Company.

Ottawa's Central Canada Exhibition

Interesting Displays for Hardwaremen—Permanent Stands Erected by Exhibitors —Many Improvements Made.

That the Central Canada Exhibition at Ottawa this year was a grand success and infinitely a bigger and better show than ever before, no one will doubt who had the pleasure of being in attendance for a day or two during the time it ran, from September 16 to 26.

Many valuable suggestions were made to the management at the close of the Exhibition in 1907, and they worked to advantage upon these criticisms, and a grand result crowned their efforts. Instead of a fairly good programme of a vaudeville nature to amuse the crowds before the grand stand in the daytime, there was this year a splendid list of up-to-date attractions, while one of the latest comic opera successes was the drawing card for the evening, instead of a mediocre entertainment as heretofore.

Another feature this year was the Pure Food Fair, which attracted and interested thousands.

Great credit is due to the Board of Directors of the Central Canada Exhibition Association, of which T. Cameron Bate is the energetic president, and E. McMahon, the hard-working secretary.

As usual, the exhibits made by the various manufacturers in the Main Building and elsewhere proved most interesting. There is some talk of devoting the whole Howick Pavilion to exhibitors of this sort next year, the idea being to provide an open air evening attraction instead of the theatrical entertainment usually held in this pavilion.

Should the Process Building become a reality it would result in much more complete and educative displays being made by Canadian manufacturers, and the directors would be well repaid for their efforts were they to so convert the Howick Pavilion.

Some of the attractive displays made are here illustrated and described, and will give one an idea as to what was provided for the thousands attending to view along these lines.

CONNOR'S WASHERS AND WRINGERS.

Owing to the fact that the exhibitors this year put up permanent stands, there was noticeable at the Exhibition considerable improvement over 1907. One of the firms which has fallen into line with the directors' idea is J. H. Connor & Sons, Limited, of Ottawa.

CENTRAL CANADA EXHIBITION—Exhibit of J. H. Connor & Son, Ottawa.

Their exhibit of washing machines and clothes wringers was one of the best ever displayed in Canada.

Some of their advertising features, such as posters, with which they furnish dealers, were here shown to advantage. The exhibit showed their ten styles of display stands for wringers, with which they furnish dealers, free of charge, who handle the Connor wringers. The firm makes a specialty of high grade clothes wringers.

To the man in charge, one young lady remarked that her mother had a Connor wringer for 18 years, but that she had worn out two wringers during her short experience in housekeeping. She was pleased to know that the Connor 5-year-guaranteed wringers had the old-fashioned rolls, and the next wringer she buys will be a Connor wringer, even if she does have to pay $5 for it.

This firm introduced at the Exhibition their gearless water motor. The features of this water motor are that there are no gears in its construction; that it is compact, that it is strong and durable, and that it will do the washing by simply turning on the water tap.

The Connor Ball Bearing Washer is a swinging tub, which runs on ball bearings. It has a good wringer stand and basket racket.

Their Winner Rotary Washer, which is now made with roller bearings, is the acme of success in this style of machine.

The firm expects that the hardware dealers in Eastern Ontario will receive the benefit of their advertising at the Central Canada Exhibition, as all their booklets advise the customer that their machines are for sale by the hardware trade.

BRANTFORD ROOFING CO.

Easily the feature of the display made by the General Supply Co., of Canada, for the Brantford Roofing Co., of Brantford, was the company's famous Crystal Roofing. No other firm in the world today manufactures such a high grade roofing. Crystal roofing will last a lifetime, there being nothing to evaporate or rot. It has created the greatest interest everywhere. It is a composition of wool felt and asphalt, and is absolutely fireproof. One of the points particularly in its favor is its weight. Each square weighs 100 lbs., which would make a blanket of 1,000 lbs. on a roof of, say, ten squares. Its flexibility is another strong point, while the fact that it adheres to the roof is a feature worthy of consideration. It is quite adapted to changes of temperature without cracking or crumbling.

Brantford Asphalt Roofing, tight, strong, flexible and of lasting quality, was also shown, while Brantford Rubber Roofing occupied a prominent place.

Only highest grade materials are used in the making of Brantford Rubber Roofing, and the company's processes are perfect. The base of this roofing is a heavy, evenly condensed sheet of wool felt, thoroughly saturated with a mixture of asphalt and mineral rubber, which render the sheet obvious to moisture. The fabric is then treated on both sides by the firm's special composition, which acts on the under side as a protection from condensation, acids, gases and other vapors, and on the exposed side as a thorough shield against the ravages of the elements.

The General Supply Company, of Canada, 219-221 Bank St., Ottawa, are agents for the firm in the Ottawa Valley, and report very largely increased sales in these lines this year.

CENTRAL CANADA EXHIBITION— Display of General Supply Co., Ottawa.

THE BEST REFRIGERATORS.

"The Best" Refrigerator, the refrigerator backed by a guarantee, was shown in the Lansdowne Building by the Barnet Mfg. Co., Renfrew. This firm makes refrigerators of all kinds for all purposes, and the members of it take particular pride in the undoubted excellence of the line they turn out. "The Best" Refrigerator is constructed on scientific principles. There is free circulation and absence of odors; freedom from moisture; cleanliness and ease in keeping clean; coldness and low uniform temperature, 36 to 48 degrees; perfect ventilation; pure dry air; economy in ice consumption, and snow-white baked enamel lining as cardinal points in favor of this particular refrigerator. Surely one, upon being assured of these points, would feel safe in the thought that in "The Best" he was purchasing the finest refrigerator made in Canada to-day! The manufacturers have a refrigerator which they can guarantee. The insulation is perfect, there being eight walls to protect the ice and maintain a low uniform temperature in the inside. The Barnet Company's own Syphon and Ventilation System, which no other manufacturer can use, ensures perfect ventilation. Imagine being able to place indiscriminately on the top shelves, onions and butter, melons, fish or other such odorous foods! This is quite possible with "The Best." Drainage is perfect, the drip pipe being placed in the bottom of the refrigerator and being only three inches long. Thus, the long, slimy drainage pipe is dispensed with, and it is only necessary to keep the short drain pipe and the drip pan underneath clean. The company grants a twenty-day free trial. Mr. Cummings was down from Renfrew to look after the exhibit.

CENTRAL CANADA EXHIBITION— Display of Barnet Mfg. Co., Renfrew.

NEW CANADA METAL FOUNDRY.

The Canada Metal Co., William St., Toronto, has felt such an impetus to trade that they have been compelled to exteind their plant. A permit was issued for the erection of a one-storey brick and steel building in Diamond Park, Fraser Avenue. The structure will be 60x200 feet and will have concrete foundation and floors, steel roof, expanded metal partitions, electric light, factory plumbing and steam heating and fireproof doors. The building is estimated to cost $25,000, and is expected to be devoted to foundry purposes and for the making of babbit metal and lead pipe. The old plant on William St. will be continued but the crowded condition of the factory there will be somewhat relieved.

Ottawa has been fortunate so far this year in the matter of fire losses. They figure only $30,000 against $450,000 at the same time last year.

A new post office building is to be erected very shortly in Fairville. It will cost in the vicinity of $15,000.

"GOOD CHEER"

QUALITY in

Stoves, Ranges and Furnaces

Is a Standard of Excellence, Reliable, Satisfactory and Unquestioned

A thoroughness in construction, down to the smallest detail, is characteristic of all our goods, our motto being that **"Merit Will Win,"** and as a result our manufactures will bear the closest inspection, and for real value, smoothness of finish and general excellence of workmanship will satisfy the most critical. Progressively, there's always something doing in the way of new and attractive additions to the "Good Cheer" line, goods with features and talking points which make them easy sellers.

Our new lines for this season are worthy of your notice, and if our

1908 Supplementary Catalogue

has not reached you, we shall be pleased to forward you a copy if we are not already represented in your town.

We carry a full assortment of all lines at our Winnipeg Branch.

The Jas. Stewart Mfg. Co., Ltd.

Woodstock, - Ont.

Western Warehouse: James Street, Winnipeg.

Distributing Agencies:

McLennan, McFeely & Co.
Vancouver, B.C.

Wood, Vallance Hardware Co.
Nelson, B.C.

Ross Bros., Ltd.
Edmonton, Alta.

Good Cheer Steel Plate Ranges

Rival "Good Cheer"

Steel Plate Ranges

Dimensions—Top, without end shelf, 35x27 inches ; Height, on feet, 32 inches, Wood fire-box, 8½ x 24½ x 9 in. depth ; Fire door, 7 x 7 inches.

Polished steel body, square oven, pouch feed, lever lift front top section, all cast linings, duplex grates removable without disturbing linings or waterfront, no back grate rest to burn out, large ash pan, and detachable encased contact reservoir.

The Rival has been constructed to meet the call for a first-class steel range of attractive design, substantial construction and medium weight. In designing this range most careful attention was given to the correct distribution of the metal, and it will be found in the RIVAL that it is just heavy enough to be strong, durable and lasting; that where the most wear is the parts are sufficiently strengthened and that, owing to this saving of any unnecessary weight, we are enabled to offer it at a very moderate price, and the laid down cost in any part of the Dominion will be found so favorable as to make it a most desirable line for a dealer to handle.

The RIVAL is made with 18 and 20 inch ovens and in the usual combination of shelves, high closet, waterfront, etc., and with square base or on feet as shown.

The James Stewart Mfg. Co. Ltd., Woodstock, Ont.

WESTERN WAREHOUSE:—JAMES ST., WINNIPEG, MAN.

"GOOD CHEER"

Steel Plate Ranges

The Homestead is exactly the same as the Rival in every particular, save that the oven door frame and fire door and ash pit doors are not plated. This is done in order to furnish a first class article at the lowest possible price, and the smaller nickel plating expense enables us to make a substantial reduction in the price on that account. The description of the Rival applies to the Homestead throughout, and linings and other parts, high shelves, high closets, waterfronts and reservoirs are interchangeable with it. In this range we have the ready seller, many people not desiring much nickel ornamentation, and the price being such as to make it a most desirable and profitable line to handle.

The Sunray requires no introduction, its substantial appearance and many attractive points having placed it in instant favor the moment it was offered to the trade last year. Its good working qualities have since firmly established its reputation, and it continues to hold its place not only as our leading steel range, but also as the leader in its line with our many customers who are selling steel ranges.

Solidity of construction, highest grade of materials and the best of skilled labor are combined in the Sunray, and for those who must have the best it fills the requirements in every particular.

The Sunray is supplied on heavy cast base or on feet and in the usual combinations of square or with reservoir, high shelf, high closet, waterfront, thermometer, and with 18 or 20 inch oven.

The Jas. Stewart Mfg. Co., Ltd.

Woodstock - Ont.

Western Warehouse : James Street, Winnipeg, Man.

Good Cheer Ranges

The Garnet.—

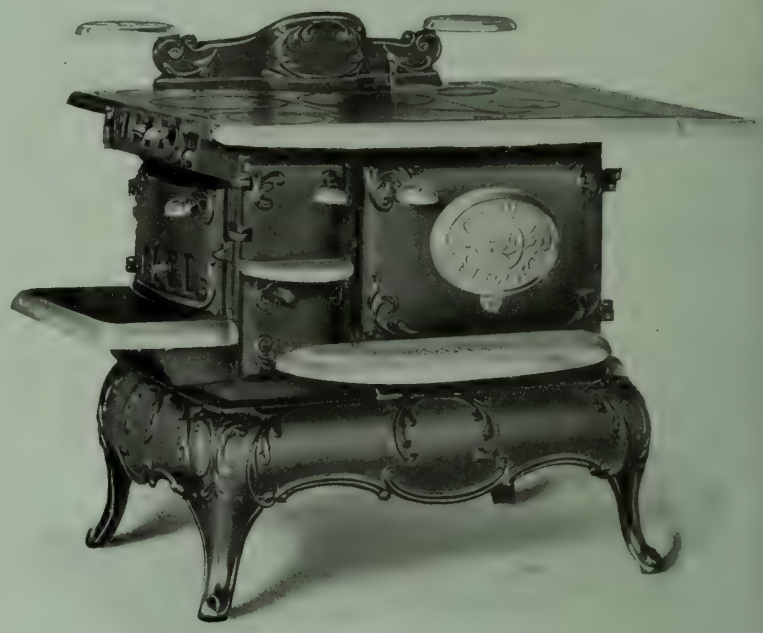
A semi-plain range which convinces at a glance that it has been made by people who know how to build stoves.

Compare it with what other stove you will, and you will readily concede that it has THE finish which stamps it as a really artistic production.

And as to operation, the experience of every user whom we have been able to locate is that improvement in it would hardly be possible All nickel is removable, the fire-box is a model one with all cast linings, and the duplex grates are removable without disturbing linings or waterfront.

The success of the No. 9-18 has made it necessary for us to produce a larger size with a 20-inch oven and which we have recently placed on the market. It has been designed and made entirely in our own pattern-making department, and in it we have been enabled to incorporate some new features which will be appreciated by both dealer and customer.

The top is in key plate sections, the front one having a lever lift for convenience in broiling, toasting or firing. There is no back grate rest, so the burning out or warping of such a part is avoided.



The reservoir is detachable, so that in the one range the dealer has on hand both a square and an extended, whichever his customer may want. This is a point worth noting.

SIZES and DIMENSIONS:

No. 9-18,	4-9″ holes,	18x18x11	oven
94-20,	4-9″ "	20x20x13	"
96-20,	6-9″ "	20x20x13	"

The Jas. Stewart Mfg. Co., Limited, Woodstock, Ont.

WESTERN BRANCH: JAMES ST., WINNIPEG

Here's the Cutest Range Out

A perfect delight to the young housekeeper.

It's a little gem and just the thing for a small family.

The YORK

Has 18 x 18 x 11 oven (including door swell) Duplex Grate, all cast linings, 4 9-inch holes, waterfront, and with detachable encased contact tank, so that in the one range you have either a square or an extended, whichever your customer wants. This is a point worth noting.

Order one now—you'll find it's a seller.

The AJAX

This is the "York" in cook stove form, with oven of same dimensions and right hand oven door only.

It is made with detachable reservoir, has 4 9-inch cooking holes, Duplex Grate and Waterfront.

As a substantial, small sized and low-priced coal and wood cook it fills the bill admirably — and it works to perfection.

The James Stewart Mfg. Co., Ltd., WOODSTOCK, ONT.

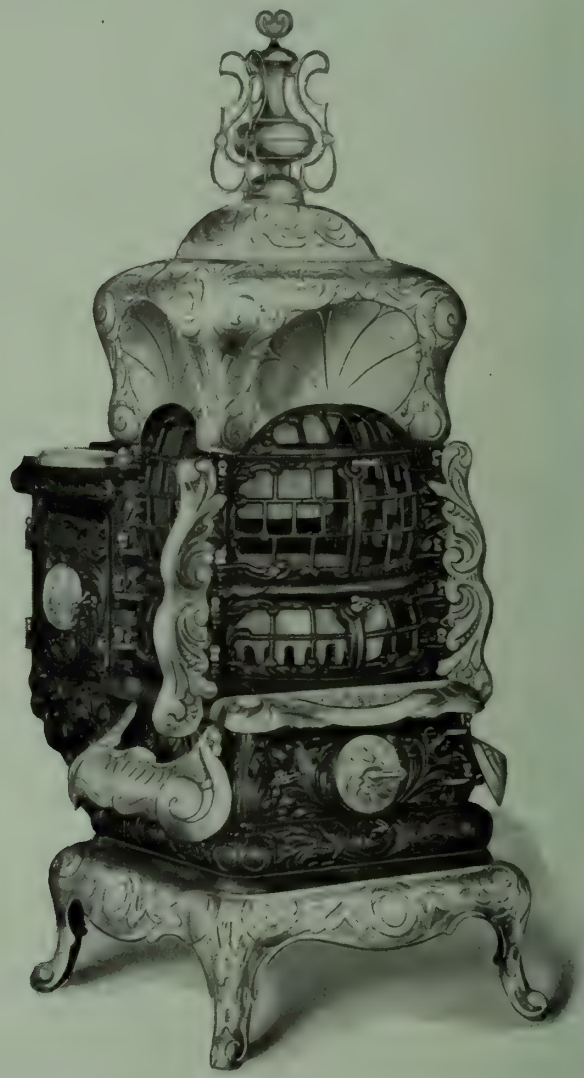
Western Warehouse, James St., WINNIPEG, Man.

GOOD CHEER ART
Base Burners

The Good Cheer Art is well and favorably known, its many good qualities having made it a Standard in the Heater line.

Never a kick about the operation of the Good Cheer Art—it stays sold every time.

Firepot removable through doors without moving a bolt. Ransom duplex shaking ring grate. A perfect worker and as modern a stove as there is made.



It's a beauty in appearance too, and as to the workmanship—well its Good Cheer Quality, and you can't get better than that.

Two sizes square. Two sizes with oven. No. 44—13″ pot. No. 55—14″ pot.

Every stove a Double Heater.

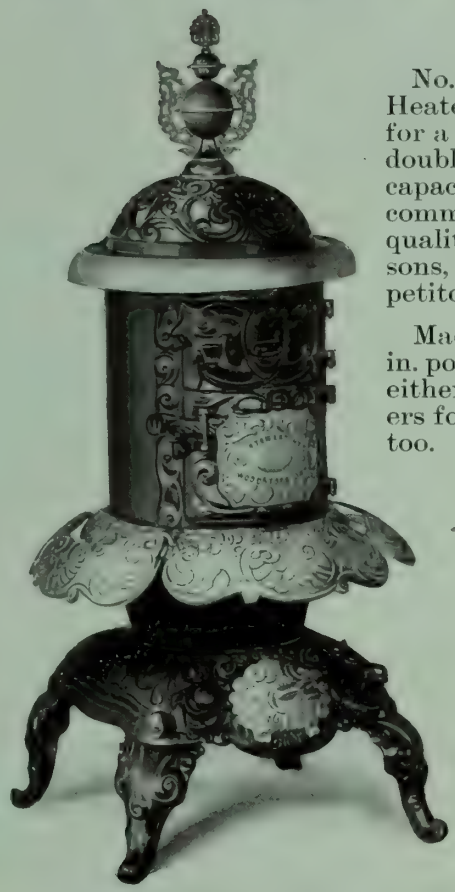
The Jas. Stewart Mfg. Co., Ltd.

Woodstock, - Ont.

Western Warehouse: James Street, Winnipeg, Man.

GOOD CHEER OAKS

To meet the demand for a neat Oak at the lowest possible price, we have produced the DERRY. It is made in four sizes, neatly finished, nickel top ring and skirting, handsome urn, flat dumping grate and ash-pan. Feeders for the three larger sizes. The price is so attractive that you can handle them by the dozen. Speak quick if you want them.



GOOD CHEER OAK
(No. 100 Series)

A handsome and durable Oak, made in four sizes. Heavy polished steel body, good-sized base section, large ash-pan, heavy fire-pot, double feed doors, draw centre grate. Feeders for three larger sizes. Also supplied in plain style, for which see price list.

No. 50 Series, Single and Double Heaters. For those who have a call for a really first-class Oak, with a double heater feature of powerful capacity, this line is confidently recommended. It has proved its good qualities during the past two seasons, and is a leader which your competitor cannot duplicate.

Made in two sizes, No. 54 with 13½ in. pot and No. 56 with 15½ in. pot, either single or double heater. Feeders for both sizes. The price is right, too.

DERRY OAK

GOOD CHEER OAK
(No. 50 Series) With Double Heater

The James Stewart Mfg. Co., Ltd., Woodstock, Ontario

Western Branch, James Street, WINNIPEG, Man.

There Must be Real Merit

In a locally made article to have it sell well in its own town.

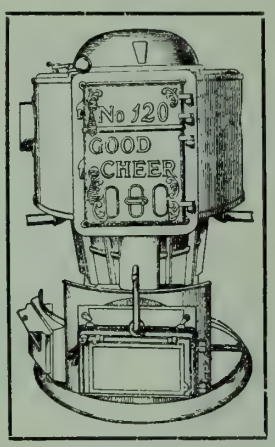
We have the Furnace trade of Woodstock, and you can have it in your town—if you handle "Good Cheer" Furnaces. Write our Woodstock or Winnipeg house for booklet and prices.

STEWART FURNACES

must be giving efficient service, judging by the many favorable reports we receive and by the steadily increasing demand. A few of the many users in and about Woodstock are:

Chapel St. School
Thos. Broome (2)
Mrs. Dr. Hill
Jno. Nancekevil
Chas. Rapson
Jno. Bickle
Jno. Sullivan
Mrs. W. Clarke
Jno. Davis
W. Newton
Alex. Clarke
Jas. Stephenson
W. H. Martin
J. L. Wilson (4)
Thos. Athoe
Robt. McIntosh
A. Yeo
Freeman Karn
Mrs. Goodall
Walter Russ
H. Cook
H. Canfield
Jno. Griffin
Wm. Jones
Mrs. C. G. Clarke
A. Muir
Mr. Carr
Jno. Dunn
Mrs. Jno. McCulloch
Jas. Grey
P. Murray
Angus Rose
Jas. Thompson

R. Campbell
C. R. Clapp
J. S. Scarff
J. M. Cole
J. D. Tindall
M. Dawes
Chalmers Church
Miss Farrington
Eureka Planter Co.
Crown Lumber Co.
C. M. Choate



Mrs. Evans
Peter Ross
Jno. Morrison
Mrs. Innis
Mr. Agnew
John Watford
Mrs. Patrick
R. W. Woodroofe (2)
Alex. White
Jno. Thompson
Mrs. Ingersoll
Mrs. Robertson
A. McPherson
Mrs. Pascoe
Mrs. Stillman
N. Lampman
Chas. Schofield
Mr. Ivens
Geo. A. Davison
D. Richards
H. Thompson
A. Gardner
Andrew Nichol
Wm. Copp
J. Maycock
J. V. Wadland
W. J. Wyles
Jas. Moore
Jno. Silcox
New St. Paul's Rectory
A. McKenna
Knox Church
J. D. Hood

The "GOOD CHEER"

(No. 100 Series)

This is our latest and best in the Furnace line.

There are cheaper Furnaces made, but if you must have the kind which will give the required heat, do it economically, and withal be lasting and durable, then this is the Furnace for you.

Our facilities for turning out good work are of the best. The materials we use are all strictly of the highest grade, and our employes are uniformly highly skilled workmen. Woodstock made Stoves, Ranges and Furnaces are consequently well and favorably known abroad as well as at home, and among them the Good Cheer Furnace stands out prominently as a leader in the heating line.

The Jas. Stewart Mfg. Co., LIMITED, Woodstock. Ont.

WESTERN WAREHOUSE, JAMES STREET, WINNIPEG, MAN.

Local Agents, McKiggan & Davison, Dundas St. E.

AUTOS ON THE COUNTRY ROADS

streaked and in the evening, when it comes time to sit out in white frocks and enjoy a well earned rest, our mistress of the household is heard to sigh and remark, "My, how dirty this place is, and it was cleaned this morning."

day when "au-

nard, attended London show on Tuesday.

Miss Davina Thompson of Philadelphia and Miss Eva Munn

HARDWARE TRADE GOSSIP

Ontario.

Chappel & Co., Hamilton, sustained a loss by fire last week in their tinware and smallwares store.

The estate of A. Thompson, hardware and stationery, Bradford, is advertising the hardware business for sale.

Noel Coyles, for the past two years clerk in Wells & Emmerson's hardware store, Port Arthur, died of typhoid fever.

Mr. Field, sales manager for the Hobbs Hardware Company, London, has removed to Toronto where he will establish a manufacturers' agency.

C. L. Jobb, of the Canada Iron & Foundry Co., who has been visiting friends at Montreal and other Eastern cities, has returned to Fort William.

Geo. E. Armstrong and J. Ransom, of Fergus, have dissolved partnership, the latter taking over the agency of the Massey-Harris Co. from J. R. Brown.

Sidney Lear has opened an office at 77 York Street, Toronto, as manufacturers' agent and broker, representing British and Norwegian manufacturers. Mr. Lear was formerly in business in Plymouth, England.

Rock Farland, assistant foreman of the molding department of Buck's Stove Works, Brantford, was presented with a handsome watch and chain by his fellow employes on his leaving for New York to accept another position.

W. Kirkland, until recently traveling salesman for the Kennedy Hardware Company, Toronto, has purchased the retail business conducted by F. Anthony, at 2182 Queen east. Mr. Anthony intends establishing a manufacturers' agency at Toronto.

An injunction has been issued to prevent the Gurney Foundry Company from removing from the city wharf a shipment of ore from the Atikokan Mining Company, worth $5,500, of which $2,500 has been paid. The Atikokan Mining Company has assigned. The point in dispute is as to whether the steamship company have forfeited their right to a lien on the shipment by allowing the Gurney Company to remove a portion of the ore.

Quebec.

A. Laroux, hardwareman, Montreal, has dissolved.

A. E. Woods, of Toronto, has been visiting Montreal.

J. O. Giroux, hardware and paints, Montreal, has assigned.

H. L. Holstein, Whitney, Ont., has been on a visit to Montreal.

The assets of D. Godreau, tinsmith, Roxton Falls, are to be sold.

The assets of Peter Cohen, hardwareman, Montreal, are to be sold.

Cousineau & Constant, hardwaremen, Montreal, have been registered.

J. A. Paquin, of St. Eustache, Que., made a business trip to Montreal.

W. R. Johnston, South Stukely, has been visiting Montreal hardware circles.

J. B. Damour, of Ste. Philomene, Que., has been calling on the Montreal hardware trade.

J. Jackson, of Lewis Bros., Montreal, is leaving the firm to take charge of the hardware department of the Robert Simpson Co., Toronto.

G. Milroy, of Turner Bros. (Canada), Montreal, is leaving for a business trip to the Old Country, where he will visit the parent firm at Rochdale and to the Continent.

Lewis Bros., Montreal, have been made sole agents for Canada of the Arnold Fountain Pen-Safety Razor. As the name implies, the razor is in the shape of a fountain pen, and can therefore be easily carried in the pocket of a vest.

Robt. H. Ingersoll & Bro., makers of the celebrated Ingersoll watch, have opened a Canadian office at 200 McGill Street, Montreal. R. N. Scott, who has been representing the firm in the past, will be manager of the branch. Mr. Scott is going West shortly on a business trip.

Western Canada.

Fraser & McNab, plumbers and hardwaremen, North Vancouver, have been registered.

Morris, Man., School Board have decided to heat the school there with Pease-Waldron furnaces.

An extension of time has been granted Dunfield & Sill, hardwaremen, Winnipeg, and trustees have been appointed for the creditors.

John Von Pein, Chicago, manager of the Muralo Company, New York, was in Winnipeg last week calling on the wholesale trade.

W. W. Rutan, a well-known hardware dealer of Melfort, Sask., has been given the Liberal nomination for the Federal riding of Prince Albert.

The Winnipeg Free Press reports the coming marriage of Miss Flossie Johnson, formerly of Fort Frances, but now of Winnipeg, to a son of ex-Ald. Wyatt, hardware merchant, Winnipeg.

RICE LEWIS' SALVAGE SALE.

Rice Lewis & Son, Toronto, are preparing for a monster salvage sale of their magnificent stock of hardware and premises about 70x90 feet, with four floors and basement, have been secured at 9 and 11 Wellington St. east, Toronto, where the sale will take place, opening in about ten days or two weeks' time.

All the stock contained in the basement and five floors of the front portion of their large building at King and Victoria Sts., whether damaged or undamaged, is being removed to the new premises, and will be marked at figures intended to encourage the quick sale of the stock. A large staff is at work removing and getting the stock in order and when the sale is announced the travelers will be called in to help their customers select the goods they require. The salvage sale prices, it is expected, will induce a large number of retailers from all parts of Ontario to attend the sale. There is no doubt that many opportunities will be afforded dealers to pick up numerous lines that will fit into their business with a much larger margin of profit than usually obtained.

The main floor in the temporary premises will be devoted to cut glass, silverware, general hardware, etc., the second floor to sporting goods, electrical, auto and engineering supplies, the third floor to cutlery and builders' hardware, the basement to heavy goods. and a visit to the place shows that an enormous stock will be put on sale, a large percentage of which bears no indication of being damaged by either fire or water.

WORTH WRITING FOR.

The James Stewart Manufacturing Company, Woodstock, have just issued No. 59 C supplementary catalogue, showing their new 1909 lines of stoves and ranges and are mailing the books to the trade this week. Any dealer failing to receive one promptly should write for another copy if the Stewart lines are not represented in their district.

The company are enjoying a very satisfactory demand and report that they have been the recipients of many complimentary letters respecting the qualities and appearance of the new lines.

WHOLESALERS TO MEET.

The Canadian Wholesale Hardware Association will hold its annual convention at Toronto on Oct. 15 and representatives will be present from the jobbig centres of Ontario and Quebec. Mr. Thomas Dexter, of H. S. Howland, Sons & Co., Toronto, is president and will be the host at a dinner to be tendered the delegates on the night of the convention.

Representatives of the Ontario Retail Hardware Association will confer with the jobbers on trade matters during the convention.

The Belleville Iron and Steel Company suffered a severe loss last week when the horseshoe factory in connection with the works was destroyed by fire, entailing a loss of about $6,000. With their characteristic enterprise the firm have started at once to rebuild as they have orders that will take months to fill. Fortunately they had on hand a large quantity of nearly all sizes of manufactured horseshoes, so there will be little interruption. The loss was fully covered by insurance in eleven companies.

HARDWARE AND METAL

Established . . . 1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses:

Canada: Macpubco, Toronto. England: Atabek, London, Eng

OFFICES:

MONTREAL - - - - - 232 McGill Stree Telephone Main 125

TORONTO - - - - - - 10 Front Street East Telephone Main 7324

WINNIPEG - - - 511 Union Bank Building Telephone 3726

LONDON, ENG. - - - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - - J. P. Sharpe 933-935 Monadnock Block

NEW YORK - - R. B. Huestis, 544 West 145th St. Telephone 2430 Audubon

VANCOUVER, B.C. - - - - - R. B. Bennett

PARIS, FRANCE - Agence Havas, 8 Place de la Bourse

ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00

Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

TOURIST-TRAVEL IN MARITIME PROVINCES.

At the annual meeting of the Maritime Board of Trade in Halifax the other day, a good deal of attention was given to the attractiveness of the Maritime Provinces as a Summer resort.

President Bell, in his address, declared that "one important asset of these Maritime Provinces is the cool and invigorating climate in the Summer time." A resolution subsequently carried by the convention recommended a scheme of advertising, and urged subordinate boards of trade to furnish information regarding the peculiar advantages offered tourists by their respective localities.

Resolutions alone will not bring tourists. There must be an active and continuous campaign. And to ensure active and continuous campaigns there must be organization among the business men in the respective localities. The possibilities make the venture well worth while.

Tourist travel is estimated to be worth $15,000,000 to $20,000,000 a year to Maine. It should be made worth a great deal more to the Maritime Provinces. Their scenic and climatic conditions are certainly as attractive to Summer tourists, while in historic interest they transcend anything that the neighboring States of the American Union can produce.

Now is the time to make preparations for next year's campaign. Possibly the Provincial Governments might be induced to financially aid the enterprise. But the success of the movement will depend more upon the organized effort of the business men than any other factor.

THE METAL SITUATION.

The metal demand during September in the primary markets was not calculated to arouse enthusiasm, and, as a result, prices showed little vigor. The most noticeable feature of the trading was the decline in copper which had hitherto been so steadily held at a firm quotation. But a falling off in the exportation to Europe, and an absence of any strength to the home consumption, told its inevitable tale, and the metal about the middle of the month commenced to show signs of weakening. On former occasions, when copper looked to be in danger of a decline, strength was kept up by the refusal of sellers to cut prices to make a sale. This time such a strong stand was not taken, although there was no reckless forcing of sales, and, as a result, casting copper sank to $13.20, although the opening price of the month was $13.55. Towards the end of September an improvement took place in the English market, and New York at once responded, quotations being around $13.30 at the close.

Tin opened the month at £131 London, and $28.75 New York, and in the absence of any strong speculative movement in the English market for some time kept fairly steady, the range of fluctuation being a small one. In the last week of September, however, immediately following a Banca sale, another bulling movement took place, and prices began to soar again, quotations being around £132 at the close of the month. The turnover in one day in London during this bulling movement was 1,300 tons, of which 1,000 tons were futures, the greater part of the buying being attributed to one or two of the bull leaders. Consumers, however, were backward in responding to the upward movement.

Lead likewise was quiet, so far as consumption was concerned, although the demand was strong enough to keep figures at a steady level, quotations ranging from £13 to £13 3s 9d. Spelter showed a progressive movement in the first half of the month, and rose from £19 7s 6d to £20, but fell away again. The St. Louis market kept remarkably steady, the price during the greater part of the month being $4.65.

The Canadian markets have relatively showed a much better demand than that which existed in the larger markets of the world. Very fair business was done, especially in tin, and quotations generally showed little change. Only sustained movements in the primary markets affect Canadian quotations. Copper opened the month between $14.25 and $14.50, and closed about the same. Tin was unchanged, opening and closing at $32 to $32.50. Spelter was maintained at $5.10 to $5.25, while lead opening between $3.50 and $3.60 gained about 10c during the month.

FREIGHT CARRYING BY STREET RAILWAY.

Again the Montreal City Council has been memorialized by the business men of the city, regarding the movement of freight by the Street Car Company. This question has been on the tapis for thirteen months, and the promotors are becoming impatient as may be gathered by the text of the petition. This petition savours somewhat of a demand, and certainly does not possess the usual hat-in-hand commonplaces of such documents. It is from business men who obviously mean business and the fact is patent that they are tired of the dilatory manner which the council has displayed toward them and their prayer. All this is significant, as the petition contains the names of some of the most powerful business men in the city. Ald. Sadler in commenting upon the petition said, that there was no objection to the Street Railway carrying freight, but that the city's interests must be protected. He also stated that several meetings had taken place between the city authorities and the Street Railway Company, but as yet no definite arrangement had been arrived at. The franchise to be given was a valuable one and the city must get proper compensation for it. The following is the text of the petition :

"To the Mayor and Aldermen :

"Gentlemen :—On July 3, 1907, a largely signed petition was sent by the undersigned and many others of the large and important business houses, asking that arrangements be made at once with the Montreal Street Railway Company to carry freight in the city. Apparently nothing has been done, although some thirteen months have elapsed. In view of the fact that this question is of paramount importance, directly to the business interests of the city, and indirectly to the public generally, we cannot understand why an arrangement has not been arrived at long ago. The undersigned would strongly urge upon your Council that the matter be dealt with without further delay ; and while not desiring to take any active steps in the matter, must inform you that unless something is done shortly, they do not intend to let the matter rest."

What To Do In October

With the grain moving well and commanding satisfactory prices, and the industrial activity of the country showing stimulation day by day, the retail merchant should enter into this month's campaign with plenty of confidence. There is a stronger consuming demand to be developed than many in their faint heartedness imagine to be the case. Economy has been practised all over the country during the year, and although such free buying as merchants have experienced in more favorable times can hardly be expected, there is every reason to believe that consumers only want encouraging—or tempting if you will—to come forward in satisfactory strength. Undoubtedly the merchant by his displays and the comprehensive character of his stock can largely stimulate the demand.

Show Confidence.

Take the dealer in the country district. If he be nervous of his trading prospects his whole store will reflect the fact, and his customers will have no encouragement to enter the place. He will restrict his fall buying, his window displays will be spiritless for want of new and bright lines—and country districts are wonderfully observant in this respect—and the remark will be passed that so and so must be going out of business as he seemed to have nothing fresh to show and was not carrying the stock he used to do. The killing effect of such observations can easily be imagined. On the other hand the store of the man, who feels confident that there is a good consuming demand in his district, which only wants quickening to make itself felt, will unmistakably show that spirit. There will be a "good time coming, boys," appearance about the place which will be attractive to all the community. The merchant says, as it were: "It's all nonsense about economizing. With such a harvest you can easily buy what you need, and goods were never cheaper in price or better in quality." The window displays, filled with new and complete lines, will act as the finest bait, and the consumption of the whole country will be developed by the breezy optimism of the merchant. What applies to the country districts equally applies to the more congested places. Show customers that you have the goods and mean to sell them, and the customers will buy.

Now is the time for good shooting displays. As we have pointed out over and over again, guns, ammunition and other accessories make the most interesting and attractive windows that a dealer can put into execution. There are a number of effective designs that can be utilized, and the range is a wide one from the simple arrangement of guns, revolvers, shells, powder, primers, knives and shooting clothes, to the elaborate designs of a shooting camp or actual shooting scene. Sporting lines pay a good profit, as the buyer of sporting goods usually wants the best goods, being an enthusiast, and the price is immaterial when he sees the very articles he wants.

Push Heating Goods.

Now is the time, too, to push the heating goods, and set the mail orders house a hard road to travel. The unusually warm weather made September a somewhat slow month for heating goods, but stoves and ranges must be bought, and this month should easily make up the leeway. Give the articles a good chance. Do not let them be hidden away at the back of the store, but carry a display occasionally. A very good idea for a stove window, and one that should prove a strong seller is as follows:

Along the top of the window hang some lanterns on wire—stovepipe wire will do for this, and it does not show very much. If the window has one large pane of glass extending to the top or ceiling a wire should hang from the centre of the ceiling to within 5 or 6 feet of the bottom of the window. From this another wire should slant to right and left facing the window to within 3 feet of the window floor. Then starting in the centre suspend lanterns by short lengths of wire about 12 inches apart, twisting the wire several times around so that there will be no slipping. Fill the bottom of the window with stove boards arranged in a semi-circle, set up a large heating stove in the centre far enough back so that when two lengths of pipe are run up, and an elbow attached, the collar on the elbow will make it look as though there was a flue in the window. If possible, have a large pasteboard figure of a farmer in his shirt sleeves sitting on a lantern box. Place him directly behind the stove with the pipe attached. Having his coat off suggests in a realistic way the heat of the stove. Fasten to his outstretched hand a small oil heater. Then place the smaller heating stoves around the semi-circle. In the spaces formed by the circle place a small oven for a base, and on this a large oil stove. Fill in the space in front of the stoves with flue stops, collars, dampers and elbows. Place joints of different size pipe at each side. Then with price cards on each stove you have a window that will sell stoves.

Setting Barns in Order.

The turning of the leaves, and the cool nights, remind the merchant that the farmers will soon be, if they are not now, thinking of the comfort of their stock during the winter months. Horse blankets, halters, and cow ties will be wanted, while probably the barns are in need of fixing before they can be made habitable. Nails will be required, putty, glass and paint. Now is the time for the fresh coat to be put on the buildings and fences. The wood is dry after the summer heat, and in the best condition to receive and retain the paint. Give prominence to the paint department, and remember that an attractive window can be made of paint cans with their various labels, helped out by the handsome colored hangers sent out by the manufacturers, as of any other article in the hardware industry.

Going a little further ahead there are window strips, sleigh bells, sleigh warmers, and snow shovels to be considered. Go over the stock carefully and judge of what you will want in this direction. Do not overload, but make up your mind as to what you will want approximately, book the goods with the jobber, and get it done with. You know by this way that your shipments will be prompt, while in the meantime you will be free to think of other things equally pressing.

KEEP ABREAST OF THE TIMES.

A man may not realize the stern necessity of keeping up with what is being done in the trade elsewhere—may even neglect to utilize business possibilities—and yet be personally a likeable good fellow. It doesn't help you. By cultivating the science of salesmanship to the highest possible point, by adopting methods that have proved successful elsewhere, by creating business, by grasping opportunities, by encouraging and supplying demand for special goods, and by other numerous approved methods, you set up a standard of competition which is in itself honorable and praiseworthy, which will make you successful, but which will in no sense be describable as a "curse to the trade."

You are in business for business—your own business—neither for amusement nor for spite!

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 68.)

MARKETS IN BRIEF.

Montreal.

Copper—Firmer again.
Tin—Steady.
Lead—Unchanged.
Spelter—Firm.
Pig Iron—Same quotations.

Toronto.

Turpentine—1c lower.
Linseed Oil—1c decline.
Pig Iron—Some inquiries.
Lead—Scarce.
Tin—Active.
Spelter—Firm.
Copper—Unchanged.

MONTREAL HARDWARE MARKETS

Montreal, Oct. 2.—A brisk movement in goods has characterized the trading this week. Booking ahead continues on the light side, but sorting up orders come in freely, showing that the consuming demand must be active all over the country. The only approach to a rush, however, is observed in guns and ammunition. In these lines a very good trade has been done all the way along.

Reports from the travelers are most cheering in tone. Forest fires and scarcity of rain have caused much damage in the East, but not enough to set back the prosperity of the farmers. Navigation, too, has been impeded, causing some delay in the shipments of goods, but no serious loss has been occasioned. In the Northwest trade is unmistakably reviving, and conditions generally seem on a sounder footing than ever. It is estimated that the whole crop will mean some 130 to 140 million dollars to the country. Deducting a liberal amount for the old obligations of the agricultural community it is evident that there will be plenty of money for current trading purposes, and as consumers have been limiting their purchases all through the year, there is every reason to anticipate good times ahead for the hardwareman in common with the rest of the trading community.

Winter lines are moving slowly, but lanterns, lamp burners and other fall articles are in good sorting demand. Stoves and ranges are now commencing to feel the cooler weather that has set in. A stronger movement in nails, bolts and nuts, shows that repairing work is going on more actively on the farms, while the demand in horse blankets, cow ties and halters will increase as the colder nights approach. Lumbermen's supplies continue about the same, but builders' hardware shows stimulation. Cutlery has made a slight spurt, another indication of the closing stages of the year. Prices all the way round are unchanged, and the industry, generally, seems to be most favorably placed. At any rate, discordant notes from manufacturer, jobber, and retailer are few and far between.

BUILDERS' HARDWARE—The various lines have experienced a slight spurt this week, and a good movement has taken place in lock sets, escutcheons, sash lifts, bolts and butts. The consuming demand keeps up well, both locally and in the country, while the class of goods wanted maintain the higher level noted right through the year. Building activity promises to maintain its vigor for some time and a continuance of the present good demand for builders' hardware is anticipated by the jobbers.

SPORTING GOODS—Quite a rush has developed in sorting up orders for guns and ammunition, while cartridge belts and bags are moving well. It is evident that the majority of dealers are pushing these lines strongly. The Maritime Provinces continue to be very prominent buyers. Revolvers, primers, and hunting knives are in good request. With the opening of the football season, the usual accessories have been given a decided spurt, but the game is not general enough to make these lines very prominent. Skates and hockey stocks for immediate as well as future delivery are moving in about the same strength as last week, while sleighs, toboggans, and snowshoes are, if anything, in better demand. With the starting of evening gymnastic classes dumb bells, Indian clubs and revolvers for indoor shooting are moving.

HOUSEHOLD UTENSILS — Carpet sweepers, food choppers, wringers, coal scuttles are in better demand, as well as sad irons and breadmakers. Tinware continues to move well while there has been a good call for polishes.

STOVES AND RANGES—The cooler weather this week has tended to stimulate the sale of stoves and ranges. Oil stoves are likewise in better request, and on the whole business is opening up well. Pipes and elbows are showing a slight spurt. Prices generally are unchanged.

FALL LINES—Orders for purely fall lines are showing brisk movement. Lanterns, lamp burners and chimneys are in good call. The buying is conservative, but as orders are renewed quickly the same result is attained in the end as if the orders were fewer but heavier in bulk. Although there is no rush, still the fall articles are moving out well and show better strength day by day.

RAILROAD SUPPLIES — Construction work is still going on vigorously, the long spell of fine weather giving the camps every opportunity of pushing well ahead with their work. The demand keeps up for hammers, picks, blasting powder, concrete mixers, and steel scrapers.

NAILS—With the fixing going on, or contemplated, in the barns and other buildings, nails have shown a stimulation this week, and good bulk is moving at unchanged prices. Bolts and nuts are also showing better strength.

BUILDING PAPER—Trade continues to keep up a good average, orders while on the light side being fairly numerous. Supplies are in satisfactory shape.

LUMBERMEN'S SUPPLIES — The season is somewhat behind hand, but axes and axe handles are showing better strength. As time draws on, however, the prospects for the extensive lumbering operations of former years do not appear to improve.

ENAMELWARE—The various lines are moving in better strength, not only locally but in the Northwest. Owing to light stocks it would be thought that orders would be heavier than they are, but dealers are abiding by their cautious plan of buying little but often.

SCREWS—The demand continues good for all sizes. Discounts are maintained at 85 and 10 off for flat head, bright; 80 and 10 off for round head bright; 75 and 10 for flat head, brass and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

Toronto, Oct. 2.—The last half of September was a busy period in the wholesale houses, the volume of orders for prompt delivery being large enough to bring the September total up to, if not exceeding, September business a year ago. And as booked shipments dated October 1 were not included and were necessarily held over to this month, prospects for a favorable comparison at the end of October are bright. In fact, the outlook for both fall and winter trade is very good, except in lumbering supplies. Travelers report a good demand for shooting supplies, rifles and guns being included in most orders, with ammunition also a good seller. Winter sporting goods are in increasing demand, and as bookings in the spring were light, there is a lot of trade to be picked up yet.

Dealers in the country districts are wisely ordering cutlery and holiday goods early, previous experience indicating that the dealer who gets his stock in order early and commences selling about the end of November instead of waiting for the week before Christmas, is the one whose holiday trade is most satisfactory.

Reports from the Northwest as well as from Ontario indicate a revival in ac-

tivity with farmers raising money on crops harvested. This is forcing dealers who have been holding off buying to sort up their stocks or lose business and the result is a general increase in all lines in jobbers' hands. Forest fires and fog have delayed navigation and hurt trade in some districts but rains during the past week have given a brighter outlook and with more money in circulation jobbers are likely to be kept busy until after the holidays. Prices continue firm and unchanged.

WINTER GOODS—Dealers who have not booked their orders for cold weather goods are now ordering for prompt delivery. Horse blankets, cow chains, weather strip, sleigh bells, snow shovels and similar goods are now in demand while lanterns, gas fixtures and lamp goods are all ordered by progressive dealers. Some dealers have bought lightly on stoves and ranges and there is still considerable business to be placed in heating goods.

HOLIDAY LINES—Cutlery is a line that cannot be expected to sell in dull times but judging by the orders received by jobbers a good season can be looked for. Cut glass, brass ware and plated goods are in good demand also.

SPORTING GOODS—Shooting materials and hunters' supplies are still the centre of attraction, with football and gymnasium supplies coming to the front. Skates and hockey sticks have been booked in fair quantities but not nearly so liberally as in former years and there will, therefore, be a heavier fall trade than usual. Snowshoes, toboggans and sleds are also coming to the front.

HOUSEHOLD SUNDRIES—Tin and enamelware continue good sellers with bread and cake mixers, sad irons, carpet sweepers, potato slicers, fruit presses, meat choppers, etc., all getting their share of trade.

BUILDERS' HARDWARE—With the building trade more active and many contracts nearing completion, there is a better trade being done in lock sets, door knobs, window fasteners, etc., as well as in wire nails, building paper and other supplies. Some cutting is being done in wire nails according to report. Screws are selling about as usual.

LUMBERING GOODS—A quiet trade is looked for and axes, handles, saws and leather goods are selling in small quantities. Railroad and mining supplies make up a fair volume of jobbers shipments.

MONTREAL METAL MARKETS.

Montreal, Oct. 2.—There has been very little change in the local markets this week. Prices are unaltered, with the exception of a stiffening in copper, the old price of 14½c again being demanded for ordinary small jobbing lots. Business has been fairly good, the strength noted last week in tin and spelter being maintained, but generally there has been no marked stimulation in trading. The demand may be said to be more than holding its own, but that is only to be expected at this time of the year. Users are careful to maintain their cautious buying, and will continue to do so while conditions are all in favor of the course. Imported pig is still scarce in the local markets, but Canadian furnaces, owing to their diminished steel output, are well able to look after the demand. Steel figures will, however, receive a good set up by the large order recently secured by the Dominion Iron & Steel Company in competition with the world. The order was for 9,000 tons of 80-lb. steel rails for an Indian railway. The company will start rolling immediately. Apart from the commercial value of the order, it is gratifying to see a Canadian company carry war into the camps of the world's great steel concerns, and emerge victorious.

The primary markets have been characterized by another bulling movement in tin, and a shake up in copper quotations. Immediately following the Banca sale, tin prices began to soar in London, and some active trading was indulged in. Prices, however, slackened off again, although the market is still being held by the bulls. There seems only moderate strength to the consuming demand either in London or New York. Copper strengthened in New York under a stronger movement in London, but immediately afterwards showed signs of breaking away again. As a matter of fact, the metal is not to be bought so cheaply as official figures make out. Producers are still holding to their prices well. Lead shows a slight improvement, while spelter has remained at a steady figure for some days.

Comparison of the prices ruling now with the average for eight years preceding 1908, shows that all the metals are behind in percentage. It is calculated that pig tin at its present price is 5.5 below the average; copper, 16.5; spelter, 10.8; lead, 3.0; and antimony, 32.7. It is evident from this that the metal markets generally have experienced a bigger shaking than many imagined to be the case.

PIG IRON—Although trading appears to be on the quiet side in the States, consumers generally having covered their requirements for the balance of this year, it is certain that a great deal of confidence exists as to the conditions that will obtain in 1909. Apparently producers are not prepared to continue present prices for more than a few months ahead. Inquiries concerning deliveries covering the early months of next year are being met by an advance of from $1.50 to $2 per ton. This is a good sign in face of the cutting that is said to be now going on. The English markets keep up strength, and the higher figures noted last week are maintained. Locally, the shortage still exists, and probably will do so up to the close of navigation. Large consignments have arrived, but they have been swallowed up. The heavier booking always in evidence at this time of the year is noticed. Prices are unchanged, and we continue to quote. Middlesboro No. 3, $18.50 to $19.00; Summerlee No. 2, $20.00 for carload lots, shaded 25c for 100 tons or over.

TIN—Trade maintains the strength noted last week, some fair orders being booked. The jobbing price of $32.50 is being maintained, although tin is now costing the first hands more owing to the bulling movement in England. The consumption abroad seems on the dull side. American mills are less active than they were, over nine closing in one week. The Banca sale last week went at a good figure, however, and the metal seems to have passed into the hands of the bull party in London, who have naturally been advancing prices. It is evident that from the free buying that has been going on, not only in London, but in New York, that there is a strong belief in a coming improved demand with legitimate higher prices.

COPPER—With a continuance of the steady trade, and a cessation, for the time being, of the sagging in copper, local quotations which declined somewhat, strengthened again, and for ordinary jobbing lots the price is 14½c. Market conditions in New York continue dull, and what business there is doing is carrying a stronger price than is apparent from official figures. Still the market is undoubtedly not so strong as it was, although sellers are holding out well. With the present rate of production, and a continuance of the poor demand, sagging is almost inevitable.

LEAD—The lead market is unchanged this week, imported pig being quoted at $3.60. Fair trade has been done. Prices are strengthening in the Old Country, and the metal seems much firmer in tone.

SPELTER—Spelter has been very firm, both in the English and St. Louis markets. The consuming demand has improved, and inquiries seem to point to much better business in the future. With a stimulation in price, there is, however, always a fear of the sudden unloading of stocks which are heavily held in some quarters. Locally, trade is brisk at $5.25.

OLD METALS—The market is unchanged this week. Business is quiet, and there is nothing of importance to note. We quote: Heavy copper and wire, 11c; light copper 10¼c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $12; No. 2 cast, $9.

TORONTO METAL MARKETS.

Toronto, Oct. 2.—A continued showing of strength and a gradual firming of prices are two features evident in the metal market this week. While there has occurred nothing of a sensational nature, trading is being done on a more satisfactory basis. Tin and lead are the foremost metals, and spelter is in demand locally. Iron remains quiet, though inquired for frequently enough.

A very pleasing feature as showing the advance Canada is making was the placing last week with the Dominion Steel Co. of an order for 9,000 tons of steel rails for the Punjab Railway of India. The Dominion Company got the

order in competition with some of the bigger concerns in the U. S. British Columbia recently issued a report of the mineral production in that province during 1907, which shows that the value of minerals taken from the ground was $25,882,560, or 15 per cent. greater than the previous year. No accurate estimate is yet available for this year, but copper at any rate will rank higher than any recent previous year.

Iron ore shipments from Lake Superior ports are on the increase, indicating that steel manufacturers anticipate a continued improvement. The Hamilton Steel and Iron Co. has, during the past year, erected a blast furnace which is claimed to be the largest producing furnace under the British flag. This furnace has been turning out 400 tons of pig per day. The company is just now getting in its winter supply of ore, which this year will total 5,000 carloads.

Canadian railroads appear to be the heaviest buyers of rails at present and though United States mills expect to get some of this business, it is gratifying to note that they fear the competition of Canadian mills. American roads are buying cars principally and some bridge materials, but not so many rails as one might wish. Still the production of pig iron is increasing. Wire which was in the lead a month ago is now being pushed by the pipe works, which are asking for iron.

PIG IRON—There is more inquiry for this metal, but speaking generally the conditions prevailing all along still hold good to-day. Quotations remain at the old figures, though some firms are selling at less prices than those marked up. In the United States the East and the South are gaining in strength, and in other sections some makers continue to make concessions. Some shapes and plates have been taken by Canadian roads from U. S. mills.

TIN—One of the strongest metals at present. It is very active locally and seems to be making for a higher level. Quotations continue to remain at from $32 to $34. In the United States there has been a decline due to the large visible supply. London, while quoting a lower price, has an active market, and Singapore reports a decline. A peculiar thing about tin is that while in 1902 when general prosperity was ruling the Straits situation prices were about $60 a picul; to-day tin is $7 higher and a general slump exists.

COPPER—Though still easy business of a satisfactory volume is being done in copper. Quotations are still 14c to 14¼c. Industrial concerns using copper are getting busy again and the outlook is brightening. A most interesting feature of the copper situation is found in the heavy import movement. All summer the U. S. has been exporting to England and now much of this is being returned. Mexico and South America are sending some copper.

LEAD—Active and still scarce at $3.75 is the ruling quotation for small lots. New York and St. Louis report business dull, and London notes a decline in price.

SPELTER—Higher prices are asked in the primary markets though local quotations remain at the old figures. There is a good demand for spelter locally and it is believed it will continue an active line.

SHEETS AND PLATES — Steady trading is being done at the firm prices prevailing. This line is probably the most secure of all metal lines and has shown less fluctuation than any other.

OLD MATERIALS—A rally of a small sort has taken hold of old metals, which is welcome, for the past two or three weeks were not at all brisk for trading. Large buyers are still holding off and orders are small and for immediate consumption. Prices are unchanged from last week's quotations. Heavy copper and wire are 11c; light copper, 9¾c; heavy red brass, 10c; heavy yellow brass, 8½c; light brass, 6c; heavy lead, 2¾c; zinc, 3c; No. 1 wrought iron, $9; stove iron, $10.50; machinery cast iron, $13.50; rubber, 7c.

U. S. METAL TRADE.

New York, Oct. 1.—"The Iron Age" says: There has been very little doing in any of the markets, since both buyers and sellers of iron and steel in different forms are awaiting the outcome of the election, nor is any prominent movement expected.

The most interesting transaction of the week is the sales of about 14,000 tons of cast iron pipe for the Cienfuegos waterworks in Cuba. Later on about 5,000 tons additional will be required. The work was taken against the competition of the Scotch shops.

Apparently none of the requirements of the Transcontinental Railway in Canada will be furnished by mills in this country. The announcement is made that the commission has awarded 16,000 tons to the Algoma Steel Company and 28,000 tons to the Dominion Iron & Steel Company. The latter, it is interesting to note, is credited with having sold 9,000 tons to an East Indian railroad, practically its first appearance in the international markets.

Throughout the entire Central Western markets pig iron is easy, with occasional reports of further concessions. Alabama makers are firm, the moderate volume of orders which have been closed coming almost entirely from local consumers. New England is dull, but there has been a series of sales aggregating a considerable tonnage, by one interest, in the territory east of Harrisburg. This includes one lot of 10,000 tons of basic pig and one of 5,500 tons of foundry iron. All this business is either for prompt delivery or for shipment during the balance of the year.

The volume of new business in the principal lines of finished iron and steel has been relatively light throughout. The underframes, bolsters and trucks for the 5,000 cars for the St. Paul road, requiring about 23,000 tons of material, have been awarded to the Bettendorf Company. There has also been given out from 5,000 to 6,000 tons of plates and shapes for two ore boats. One of these is for the Pitt Iron Mining Company, controlled by the La Belle Iron Works.

Copper is dull, buyers and sellers are apart. Electrolytic may be bought at 13⅜c to 13½c, and there is no European demand. While stocks in Europe may be within easily manageable proportions and stocks in this country at the present time may be small, production in this country and, in fact, throughout the world is going on at a record pace. It looks, therefore, as though copper must accumulate here in the near future in sellers' hands unless consumers can be induced to stock. They are admittedly very bare of metal. If they fight shy at present prices, powerful interests may see fit to repeat the experiment of carrying the metal until a more auspicious opportunity.

Lead is off to 4.47½c in New York. It is this metal which, more than any other, will be affected by the coming tariff agitation.

Spelter is slightly firmer at 4.80c, New York. Production is being curtailed.

U. S. IRON TRADE.

Cleveland, Ohio, Oct. 1.—The Iron Trade Review says: At the present stage of business recovery there is little to be added on the progress side of iron and steel products. Beyond two or three lines, there are no clearly-defined movements that afford assurance of the restoration of normal activity in the near future. The market has taken on a waiting aspect, pending a further clearing of the atmosphere.

Though the month of September did not show any marked increase in the tonnage that came to the mills, the new level of operations reached by a somewhat consistent advance in June, July and part of August, was fully sustained. Thus, while those iron and steel makers who anticipated larger resumptions with the coming of fall have not had their expectations fulfilled, they are finding source for satisfaction in the even tenor of the business, being regularly booked. The more conservative manufacturers now look to no earlier than next spring to re-establish the industry upon its former basis.

An analysis of conditions show the general trade, exclusive of the railroads, to be consuming practically all the tonnage that could be reasonably expected under the unsettled state of affairs prevailing. It is significant that merchant pipe, sheets and wire products of which the consumption of the railroads is inconsequential, are displaying the most uniform improvement. But, whether or not the apathy of the railroads with their far-reaching influence is largely responsible for deterring the advance of the market, there are indications that no substantial buying may be expected from this source for some time.

Trade News From Pacific to Atlantic

British Columbia

Taylor-Forbes Company Secure Provincial Charter in B.C.—An Improved Butter-making Machine.

VANCOUVER.

September 26.—Hardware dealers report business better than at this time last year. One reason of this is the continued building going on in the city, which gives a steady demand for all kinds of general goods, and owing to the many residences being erected there is a big trade in furnaces. Only small houses are now put up without a furnace. The great bulk of permits issued by the building department is for dwellings, which shows an increasing population. The value of permits for last week totalled $34,720.

A visitor to the city this week was Joseph S. Irvin, managing director of the Western Canada Cement & Coal Company, Exshaw, Alberta, and also managing director of the International Portland Cement Company, of Ottawa. He is further identified with several large cement plants in the United States, and for ten years has given his attention exclusively to the study of cement machinery and various methods of cement manufacture, both in Europe and America. He has written several books and articles on the subject, and has now in preparation a book concerning Portland cement and its uses that should be of interest. After a short visit with the representatives, here, Wm. N. O'Neil & Company, he will go to Spokane, Wash., where large quantities of cement are shipped from Exshaw for reinforced concrete work.

The Taylor-Forbes Company, of Guelph, has been licensed as an extra Provincial company to operate in British Columbia. Its attorney is Joseph Watson Taylor, who has offices and showrooms in the new block on Pender Street, Vancouver, at the corner of Homer.

The opening of the improved mill of the Fraser River sawmills, at Millside, will mean much business to New Westminster people. This plant is described as the largest in the world, and since the transfer of interests took place about a year ago improvements have been going on. The old machinery was torn out and the latest installed in every way. About 1,000 men will be employed. The new owners are principally Americans, and their action in this instance is only an indication of what men from the other side are doing in the lumber industry in British Columbia. Another mill is planned for Alert Bay, at the northern end of Vancouver Island, by the W. H. White Company, of Michigan. The success of the sawmills means much for the foundries and iron industries of the Province, and the direct effect of their operation was seen last winter. When the sawmills were inactive, little was done in the iron and foundry works, and the resumption of operations will bring increased business all round.

Walter Thomas, manager of the Vancouver Gas Works, has invented an improved gas producer, particularly designed for the generation of gas for power or illuminating purposes from waste products such as low grade coal refuse, mill waste, etc. It is claimed that this can be used with economy even on launches, and that it can be applied in almost every instance where power is used. The producer comprises an enclosed chamber lined with refractory material and having a feed hopper through which the fuel or refuse is delivered. This chamber is sub-divided, preferably into three relatively deep furnace chambers, each of which is provided with an independent grate, beneath which air under pressure or of steam may be delivered at will. Each is also provided adjacent to the furnace grate with a gas delivery passage, which passages are connected through the necessary scrubbers and cleaners to the gasometers or to a gas engine if direct suction is used. In use, only one of these gas delivery passages is open at one time, and the furnaces being charged with fuel it is blown into incandescence by an air blast admitted beneath the grate. When this condition is attained the air blast is cut off and steam is delivered instead through two of them. This steam passing through the incandescent fuel is dissociated and forms what is known as water gas, which passing upward through the green fuel is enriched thereby, and carries with it the vapors and volatile elements therefrom. These pass downward first through the green and finally through the incandescent fuel of the third furnace, the gas delivery outlet of which has been left open, and in this final passage through the incandescent fuel the gas is rendered permanent by the association under a high temperature with the carbon of the fuel and with the volatile tarry matters from the green fuel and is delivered to a gasometer for storage, or to a gas engine direct, in the form of a gas eminently suited for heating or power purposes. An important feature of the producer lies in the interchangeability in the direction of the flow of the gas of the three generating furnaces, which enables any one of the furnaces to be recharged without interfering with the continuity of the gas production. The producer is particularly applicable for use in coal mines or sawmills, where refuse or waste products can be economically utilized for the generation of gas and its conversion into power.

LAKE LOUISE.

September 26.—R. N. Luxton will operate a large pleasure launch here next season. The craft has just been launched and completed by Robertson Brothers, Hamilton, and is of an excellent model. She is 50 feet by 9½ beam, fitted with a four cycle 30 h.p. Thornycraft engine.

PENTICTON.

September 26.—The Penticton Hardware Company has the exclusive sale in this vicinity of an improved butter maker, which has been introduced here by J. H. McCullough, of the Calgary Butter Separator Co., who was here last week. In a demonstration by Mr. McCullough, three gallons of sweet milk were put into the machine and in twelve minutes, one and a half pounds of butter were turned out. It is claimed that butter can be made in eight minutes from sour milk and in two minutes from sour cream. The machine washes itself, when hot water is poured in.

The Prairie Provinces

Railway Entrance to Saskatoon Settled by Dominion Railway Commission.

SASKATOON.

Sept. 28.—Yesterday the Dominion Railway Commissioners sat here in connection with the much discussed question of the Goose Lake entrance of the Canadian Northern Railway into the city. The matter has been hanging fire for some time but things were straightened out by the Board. All the trouble lay with the route which the railway company chose for their entrance into the city. The only route which they would consider was along Spadina Crescent, right in front of residential property and close by the river. This route the city finally agreed to, but with reluctance. After the track was laid it left the driveway on the Crescent in such shape that it was absolutely dangerous to life, as two crossings were added to the one already on the Crescent. The city council then appealed to the Railway Board to have the road removed altogether. Notices also came from several of the property owners along the route that they would hold the city responsible for depreciation in the value of their property if the line was not moved. One of the conditions on which the railway was allowed in was

that they construct a subway over their mainline on the Crescent. With the two additional crossings this was found impracticable. The Board of Commissioners, consisting of Chairman Mabee and Dr. Mills, decided in favor of the road remaining where it is located. In place of the subway at the crescent an agreement was come to whereby the railway company hands over the cost of constructing the subway to the city, which has been given authority to construct a subway on a street further north, as they require. The Board granted the city leave to erect a footbridge over the C.N.R. yards at Twentieth Street, this crossing being found dangerous to passers. Several other decisions were given by the Board binding the railway company over to maintain gates at crossings, level up the approaches and pay for the removal of all water hydrants and valves along the route. The property-owners on the Crescent where the line passes will be paid thirty per cent. on the assessed value of the property. While the session was sitting Manager McLeod, of the C.N.R., stated that the present station building would be removed at an early date and that contracts on the new building would probably be called for this fall.

Excavating work on the sedimentation basin at the powerhouse is well under way. The work is in the hands of J. Priel. The basin, which will be divided in the centre when completed, is calculated to hold two million gallons of water. It will be 335 feet long and 105 feet wide. In this tank the water taken from the river close by will settle before it is pumped into the mains for use in the city. About nine feet of water will be kept in it. A concrete division wall in the centre will allow one half to be cleaned out while the other is in use, thus one million gallons of water will always be on hand. The iron pipes of twelve-inch diameter, have already been laid from the powerhouse to the site. These serve as inlets and outlets. A ten-inch pipe serves for cleaning out purposes. The new engine to cope with this extra strain on the machinery has not yet been installed although it is expected here any day now. A generator will also be installed by the city to increase the electric light plant.

The Union Bank Co. are negotiating for the purchase of property on Second Avenue where it is their intention to put up a suitable building for bank purposes. It is unlikely that steps in the way of erecting a building will be taken this year.

The contract for building the new Baptist Church on Third Avenue has been let to F. Wood & Co. The price is $4,500. The architects on the new building are Webster and Noel. Work will proceed at once.

C. E. Chown, representing the James Robertson Co., of Winnipeg, was in town on Wednesday. He is covering the Northwest in place of R. Wynn, who is on vacation.—D. G. R.

Ontario Trade News

Hamilton Firms to Enlarge Plants—Guelph Stove Dealer Wins Police Court Case—Fire Insurance at London to Cost More—Rebuilding Horseshoe Factory at Hamilton.

INGERSOLL.

September 30.—Considerable trouble has been experienced by the Board of Education in securing tenders for the construction of the proposed public school in Ward One, and while tenders have twice been received, none has yet been accepted. When the first lot of tenders were received they were considered extremely high, in fact the members of the board and the architect, Mr. Taylor, of Brantford, were surprised at the figures, as they exceeded the calculations of the board by several thousand dollars. In view of this fact, it was decided to call for new tenders, and once more has the same trouble been encountered. It was felt by the board that the school could be erected for about $11,000, but the tenders exceed this amount considerably. The new tenders for the complete work were as follows: Inglesby & Fitness, Brantford, $15,917; P. H. Secord & Son, Brantford, $12,117. In view of the circumstances, it is hardly probable that the building will be erected according to the present plans, which have been referred back to the property committee.

The local hardware dealers are preparing for a big stove and furnace trade this season. The majority of them are carrying an extensive line of stoves of popular makes, which are already being displayed to advantage. . . . W. J.

GALT.

September 23.—The hardware business in Galt continues to show a decided improvement, and hardwaremen are satisfied that the financial depression which for some time caused slight apprehension, has practically passed. Of course, the near approach of the winter season is responsible for a certain amount of the activity displayed, but the business in general is picking up along all lines.

The Canadian Brass Comaahy is working overtime in order to fill the many orders. Having successfully weathered its recent financial difficulties, this firm promises to become one of the town's most flourishing industries.

Shurly & Dietrich's saw factory and Sheldon's Limited are both exceptionally busy and the prospects are for a busy season.

The Axe Factory, conducted by the Warnock Co., which recently went into insolvency, is still closed, and from present indications it is not probable that the firm will again reopen in Galt. Its remaining closed will be a severe loss to the town, as more than a hundred men were employed at exceptionally good wages. Citizens are hoping that it will again resume operations.

The latest thing in wedding gifts in Galt is a complete set of graniteware, comprising everything in that line required by a housekeeper. The entire outfit can be secured at an expenditure not exceeding $10 or $12, and makes a very acceptable gift. Local hardwaremen say that this gift is becoming exceedingly popular.

That the depression did not affect the building trade in Galt is evidenced by the result of an interview by your correspondent with the hardware dealers in Galt. One and all stated that they had sold more paint, and other accessories for house building this year than ever before. It is confidently expected that the amount of building this year will be fully one-third more than last year.

Thos. Lockhart has been awarded the contract for the instalation of a heating system in the Royal Alexandra private hospital at Elora. The contract was secured in competition with plumbers from other towns in the county.

B. E. C.

LONDON.

September 29.—The sudden setting in of chilly weather has started a brisk demand for stoves and ranges, and dealers are looking for a busy time from now on.

There is evidence of improvement in the industrial outlook, several concerns which have been running with reduced force now taking on more hands, while others that have been having short days are extending the working hours. The prospects, as a whole, are encouraging.

The underwriters, finding the water supply and pressure of London to be inadequate, have advanced fire insurance rates in the business and manufacturing districts 50 cents per $100, which means that those carrying insurance will have to pay in the aggregate at least $20,000 additional per year in premiums. The McClary Manufacturing Company has seen the increase coming, and has in its up-town works one of the most complete fire-fighting systems in the country. Next spring the company will instal in its east end works not only a fire-fighting, but a combined system capable of use for all purposes. The up-town plant is furnished with a reservoir of 150,000 gallons capacity. The water is secured by means of conductor pipes, which carry all the rain falling on the roofs of the immense group of buildings to the reservoir, the result being that the latter is kept full all the time, in readiness for possible fire. From the reservoir runs a system of pipes which extend to every floor. The pipes have perforations filled with a material which quickly responds to heat, liberating the water. Thus before a fire may be discovered at all it is being deluged with water. As soon as the water begins to run it automatically sets in motion a pump which produces a pressure of 150 lbs. The company also has a fully equipped fire department.

The Wortman & Ward Company, Limited, has received a large order for iron pumps from New Zealand.—F. T. Y.

CHATHAM.

September 29.—The sudden cold spell, which followed close on the heels of yesterday's welcome rain, will likely have a stimulating effect upon the stove trade, which so far has been rather quiet. People have been enjoying summer weather all through September, with the maximum temperature in the

vicinity of 90 degrees above. The sudden drop of 10 degrees will drive home the need of providing for the winter. A large share of the city trade will be, of course, in gas stoves. Gas fixtures will likewise experience a boom. The hardware trade, on the whole, has been excellent: in fact, merchants in all lines report a general revival.

The West Kent Agricultural Society's fall fair—better known as the Peninsular Exhibition—was held here last week. A fact significant of returning prosperity and good times was an immense increase in the number, alike of admissions and of exhibits. There were two good stove displays in the main building, which is given up to merchants and their wares. Westman Bros. were busy pushing the sale of the Jewel stoves and ranges, while Jas. E. Gray, of the Ark, had an attractive display of the popular McClary lines, for which he is agent.

There is a prospect that the western peninsula may yet become the centre of the cement industry. Wm. Fox, of Ruthven, who is pretty well posted on things pertaining to sand, states that there are beds of marl and clay of the kind generally used in the manufacture of cement, in Essex. His estimates that in one bed near Leamington there is material enough to keep a factory busy for ten years turning out 300 barrels a day.

W. E. P.

GUELPH.

September 30.—The case against James Galbraith, on a charge of keeping a second-hand store came up last week, and as expected, was dismissed. Mr. Galbraith is the proprietor of a stove and furniture shop, being the agent for this city and vicinity of the Moffatt Stove Co. In part payment for new stoves he accepts old ones, and it was on this ground that he was served with a summons for keeping a "junk" shop without a license.

Work on the Eramosa road steel bridge is being rushed. Almost all the material needed has been shipped from the constructors, the Western Bridge and Steel Co., Chatham, who state that in a few days the old one will be torn down and the new one erected in its place.

A local paper paid a deserving tribute to D. Bailey, the Macdonell Street hardwareman, in a recent issue. "Dan," as he is familiarly known, is the owner of a couple of horses that hold their own on the local track, and this paper says "Dan Bailey is perhaps the best-liked owner at the Guelph Riding and Driving Association's meets, held throughout the past summer. He is a fair and square driver, always heeds the judges, and as a result when his big horse wins is greeted with tremendous applause from all classes."

A. W.

HAMILTON.

September 29.—The Banwell-Hoxie Wire Fence Company is preparing for the erection of an addition to its plant to cost $5,000. The new structure will be of concrete, and will be used for the construction of gates, a portion of the firm's business which has extensively increased within the last few years.

The Dundas Board of Education wants to enlarge upon the plans for the proposed High School, and it is trying to induce the Town Council to appropriate more money for the purpose.

The Canadian Steel Goods Company, Henry Street, has secured a permit for the erection of a $2,500 addition to its plant.

William Person, of the Commercial Oil Company, died last week from carbolic acid poisoning. He was 35 years of age and was interested in his father's business.

The defeat of the by-law to authorize the expenditure of $300,000 on good roads and the by-law to spend $20,000 on the erection of an Isolation Hospital, last week, has proven a sore disappointment to the merchants who were expecting that the passing of these by-laws would result in a freer circulation of money this winter.—D. L.

BELLEVILLE.

Sept. 30.—The local hardware dealers are highly pleased over the splendid business during the month of September, which they attribute to the excellent financial condition of the farming community whose trade is the mainstay of all the merchants in this city. The farmers have not in years received such high prices for all sorts of produce as they have this year, while nearly all crops were above the average.

The Belleville fair this year outclassed anything of the kind held here in years, both in point of attendance as well as in the number of exhibits made. It was a huge success financially and at a meeting of the directors held on October 26th it was agreed that more buildings must be built to accommodate the exhibits. The only hardware firm to exhibit here this year was that of the W. W. Chown Company, in charge of Russell C. Chown, and the display was much admired. Stoves and ranges made up the bulk of the exhibit.

Will Reid, a popular employee with the W. W. Chown Company was recently married in this city to Miss Ada Joan Patterson, by the Rev. Mr. Drumm, Presbyterian minister.

P. J. Smith has just returned from a very successful business trip out west in the interest of the Belleville Iron and Steel Company.

John Drew, of the Martin-Senour Paint Company, was taken ill here and he is now in the hospital undergoing treatment.

Wm. Hazelton, a former resident of this district, writes from Oneonta, N.Y., offering to establish an automobile factory here if a stock company can be organized with a capital of $50,000.

Every indication points to the building of an electric road to connect this city with the village of Shannonville and passing by the two big cement mills where over 1,000 men are employed, most of whom either reside here or have to transact business here. The merchants of the city, who are the most interested, are behind the scheme.—H. C. M.

OTTAWA.

Sept. 30. After a spell of exceptionally warm weather, a cold wave reached Ottawa to-day and a familiar topic for hardware men is "Stoves and Furnaces." Preparations have evidently been made for a brisk trade in these lines and there is every promptness in bringing the subject to the public's attention by means of advertising and window display.

The baggage annex for the new G.T.R. station will be completed this fall and will be occupied for station purposes. It is also hoped to have the foundation for the hotel completed ere winter causes a cessation from building operations.

Saturday's Canada Gazette announces the incorporation of a new company, the Union Construction Co., capital, $40,000. John O'Leary, sr., Patrick Jonah O'Leary Michael O'Leary, Bruno Eugene Robillard, Thos. Geo. Brigham and Ruggles Wright are the parties to whom letters patent have been granted.

Sixteen building permits were granted last week, the number including a new church, Ottawa South Methodist, solid brick, to cost $6,000. Weeks and Keefer are the architects. Also a solid brick school 43x67, for the Separate School Board at a cost of $16,500, the architects being the same as in the former instance. The total cost of the buildings granted permits is $59,150.—G. E. M. H.

Maritime Provinces

Enterprise Foundry Being Rebuilt—Hunting Window Displays in Order.

ST. JOHN.

September 29.—There has been very little change in the markets lately, either up or down. All classes of building papers have undergone a sharp reduction and prices are considerably lower. Values are about level and business has been pretty good, though during Exhibition week the travelers were all in off their territories, and this affected business to some extent. A number of outside dealers who visited the city during the Exhibition took advantage of the opportunity of inspecting stocks and some good orders were placed. The travelers of the various concerns looked after the wants of their customers, and endeavored to show them whatever attention they could during their visit here.

Work on the rebuilding of the Enterprise Foundry at Sackville is going ahead very well. Two of the buildings are nearly completed and the firm expect to be making goods by the first of the year.

Several of the local hardware firms are showing excellent window displays of hunting goods, cutlery, etc. The demand for arms and ammunition is quite brisk since the season for big game hunting opened up.

Building operations are quite brisk now, a number of new residences are being erected and several large public buildings, such as the Y.M.C.A. and the Seaman's Mission, are nearing completion.—W. E. H.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Oct. ?, Room 511, Union Bank Bldg, Winnipeg.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire. 6, 7, and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger. $4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14. $3. Discounts on application.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over. 55; bolt ends, 52½; sleigh shoe, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7; 3-16, $5.50; ⅜, $4.90; 7-16 $4.70; ½ $4.40; ⅝, $4.20; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper king, $8.25; Columbian, $9.50; handled axes North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75: Copper King, $10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel 35; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

STOVE PIPES—6-inch, $9.25; 7-inch, $10.

BUILDERS' HARDWARE—50 p.c.

TINWARE, Etc—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35: Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ pc. other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $36; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼; pure manila, 13¾c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4,30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12, smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's. $5.

BAR IRON—Bar iron, $2.30; Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

PIG LEAD—$5.50. Lead pipe, $7.

SHEET ZINC—Casks, $8; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9.00; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45.00; 4½, $52.00; 5, $58.00; 6, $75.00. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON—Apollo 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

TIN PLATES—I.C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50; ½ box, $6; IXX, full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8-inch, $3.50; full polish, 6 amd 7 inch, $4; 8-inch, $4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c: Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Ster-

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it will be an easy task for you to convince the average customer that it is cheaper to pay a little more money and get a satisfactory furnace. You can demonstrate how Pease Furnaces produce perfect heating at the very lowest fuel consumption. Every time you sell a Pease Furnace you make a satisfactory profit, and that profit is NET. THERE ARE NO COMPLAINTS to adjust—no defective parts to replace. Every furnace is assembled and thoroughly inspected individually before leaving our factory and it reaches your customer in PERFECT CONDITION.

Why not take a Pease Agency?

Write us about it to-day?

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

ling Light, 24c. Engine gasoline, gal., 24c ; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS—White lead, pure, $6.50 to $7.50, according to brand ; bladder putty, in bbls., 2½c; in kegs, 2¾c ; turpentine, barrel lots, 65c. Linseed oil. raw, 62c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Sept. 25. Barb wire, $4 per 100 lbs.; plain twist wire, $1.25 ; brt. wire staples, $4.20 ; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85 brass, 75 ; round head, bright, 75 and 10 ; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p,c,; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS—First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2, cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, $8 doz.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11½c per lb.; British manila, 12½c ; pure manila, 15½c.

BUILDING PAPER—Plain, 62c per roll ; tarred, 82c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

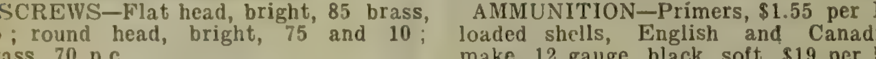
AMMUNITION—Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65 ; 12, smokeless, chilled, English, $25 ; 10, $29 ; 12, Canadian, $24 ; 10, Canadian, $28 ; shot drop, $7.50 per 100 lbs.; chilled, $7.90 ; buck, $8.30 ; 28 ball, $8.70 ; powder, F. F., Hamilton, $5.25 per keg.

Novelties for the Hardwareman

NEW DOOR SPRINGS.

The American Steel & Wire Company, whose representatives are the United States Steel Products Export Co., Montreal, are placing on the market a new style japanned Perfection door spring to take the place of springs previously supplied with malleable hooks, on which complaints often occurred regard ng the hooks pulling out in operation.

These springs are made in seven sizes, from No. 1 for light screen doors, to No. 7 for extra heavy doors, and being manufactured from the best premier grade spring wire, with double looped ends, make a solid one-piece spring ensuring resiliency and freedom from breakage.



Solid One-piece "Perfection" Door Spring.

The larger illustration shows the proper way of fixing the spring so as to obtain the best results.

New Style "Perfection" Door Spring.

NOVEL ELECTRIC IRON.

Quite a novelty is the "3 in 1" electric iron which has just been put on the market by Ball & Moody, Ottawa. It is similar in respect to its use for ironing purposes to most electric irons, but it has other uses. By inverting the iron and placing upon the bottom a simple arrangement it may be used for heating a tea kettle, while there is a means of heating curling tongs, and also for attaching Marcel wavers. The iron has made quite a hit with ladies, and will doubtless meet with large sale, owing to its many uses and the slight cost of maintenance.

IMPROVEMENT IN FILES.

A new file, the "Dreadnought," which possesses many advantages over the old style of files, has been put on the Canadian market by the J. H. Hanson, Tilley Co., Montreal. The Dreadnought embodies the simplest and most radical improvement in files ever conceived, and is one of the greatest labor-saving tools invented. Although files have been in use for ages, no great progress in the methods of manufacture or shape of tooth took place until now. But the Dreadnought, which is a circular-tooth file, having a milling cut, practically revolutionizes the tool. It has semi-circular teeth on both sides cut especially deep, and in this way cuts from 200 to 300 per cent. faster than an ordinary file of best quality, in addition to which the cutting edge is maintained equal to that of from five to ten of the ordinary pattern, according to the material upon which it is used. The file cuts equally well soft and tool steel, cast and wrought iron, bronze, and all other hard metals, and, owing to its self-clearing properties, is the only file which will cut brass, lead, aluminum and othet soft metals without cleaning. It is also invaluable as a wood and farrier's rasp, as well as for slate and marble, etc. The tool cannot fail to prove of the utmost value to all engineers and mechanics, in fact, to any one in need of a file, and certainly should be carried by progressive hardwaremen who apprec ate the selling value of a good invention.

The New "Dreadnought" File.

GAS MANTLE IMPROVEMENT.

The Didaskalia, a German paper, states that the so-called Welsbach mantles for gaslight were hitherto prepared by saturating the mantles of woolen or ramie fibre with a solution of rare earths, which produced the increased light. Experiments to substitute silk, hemp, or jute proved unsuccessful. Artificial fibers did not become saturated or insufficiently so. According to the Moniteur Scientifique an artificial fiber has now been found which in all respects is equal to wool or ramie, namely, artificial silk, which is produced by dissolving cellulose in an ammoniacal copper solution. Only the nitrate of thorium does not answer as well as a saturant. While artificial silk becomes impregnated with a solution of that salt, the oxide of thorium formed through incineration scales off and nothing but a bit of powder remains. Therefore, instead of nitrate of thorium, hydrooxide of thorium must be used, which after incineration leaves a perfect, solid skeleton of hard little crystals.

As, however, hydrooxide of thorium is of a gelatinous consistency, the mantle of artificial silk can not be impregnated with it, and therefore it is first saturated with nitrate of thorium, and, through the action of ammonia, hydrooxide is formed upon the fiber. One of the greatest advantages of this new mantle is that it is not hydroscopic and is of greater durability.

Experiments have demonstrated that even two or three thousand shocks do not injure it, while the best mantles prepared by the old methods did not survive more than 90 to 100 shocks.

A. Young & Co., have rented a store in the Beaver block, Wingham, and have installed a big stock of stoves.

FIRE, LIGHTNING, RUST AND STORM PROOF

SIMCOE, ONT., April 9th, 1908.

"We have handled your 'Eastlake' Shingles for nearly a quarter of a century. They have been on the Court House, Free Library, and other public buildings of this town for 18 years. We have used very large quantities during the past 25 years, and they have always given first-class satisfaction, and have never required any repairs."

(Signed) MADDEN BROS.,
Tinsmiths and Hardware Merchants.

Write for Booklet.

The Metallic Roofing Co., Limited, Manufacturers

TORONTO & WINNIPEG

49

CORRUGATED
WRITE FOR PRICES
METALLIC ROOFING Co
LIMITED.
TORONTO, CANADA.
IRON

Now is the Time to Sell Sherwin-Williams Decotint

Are you prepared to take care of the Fall demand for wall finishes by having a good stock of Sherwin-Williams Decotint in all shades on your shelves?

DECOTINT

is a cold water paint that can be depended upon to give your customers satisfaction and uphold your reputation as a reliable merchant. It is no higher in price than many of the inferior preparations on the market which cannot meet the claims advertised for them. Decotint is easily applied and, unlike kalsomine finishes, does not rub off. Made in 15 good shades and white. Yields a splendid profit.

We are prepared to make shipment same day order is received. Prices upon request.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

430

A handsome steel siding for all kinds of building purposes; supplied either Galvanized or Painted.

OUR ROCK FACED STONE

is fire and damp proof—resists all weather conditions—is very reasonably priced—and can be so easily applied it gives universal satisfaction.

Find further facts about it in our catalog.

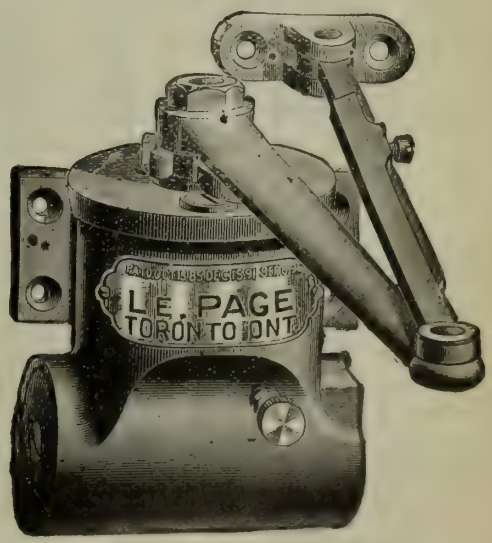
Metallic Roofing Co., Limited,
Wholesale Manufacturers,
Toronto, - - Canada

LePage's Oil Door Check and Spring

Also BOTTOM STOPS

Send for Catalogue and Price List.

MANUFACTURED BY



LePage Door Check Mfg. Co.
237 Lansdowne Ave., TORONTO
PARK 1086

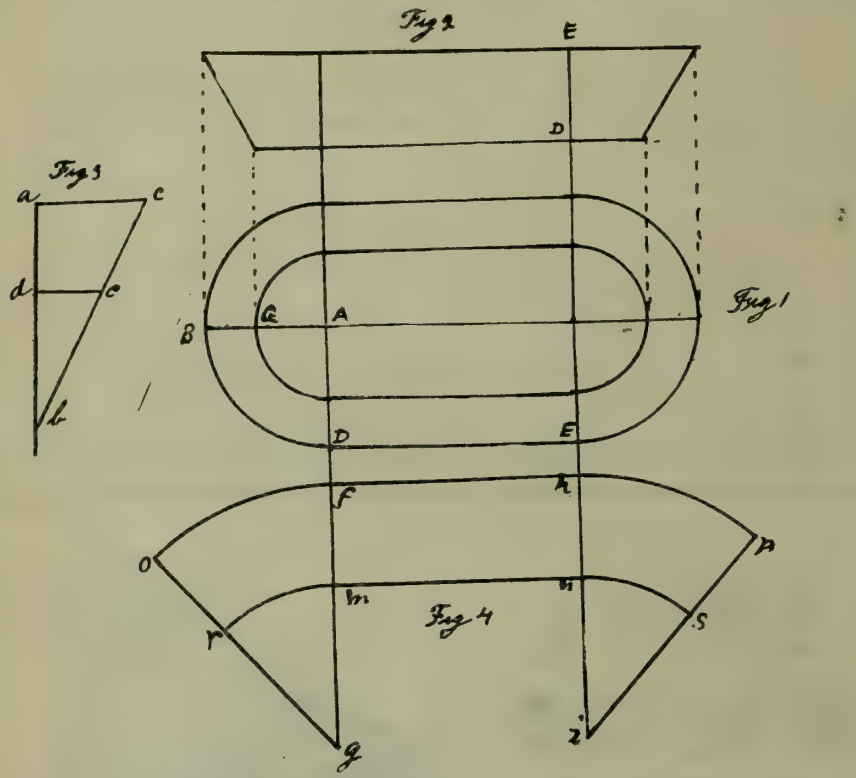
Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered By Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

PATTERN FOR CIRCULAR ENDS.

In describing a pattern for an article having straight sides and semi-circular ends, Fig. 1 shows the size and shape of the required article at top and bottom. Let Fig. 2 represent the height Draw a-b and a-c, (Fig. 3) at right angles. Take the depth E.D. (Fig. 2) and mark it off from a to d (Fig. 3). Draw d-e parallel to a-c and with radius AB (Fig. 1) mark off the distances on line a-c and with radius AG mark the distance d-e, (Fig. 3), then draw a line from the points c and e to cut the line a-b. Th s will give the slanting height and radius.

Let f-h (Fig. 4) be the straight side and equal to DE (Fig. 1). Extend the lines f-m and h-n indefinitely. Take the distance from c to b (Fig. 3) and mark



off points f to g and h to i (Fig. 4). Then with radius b-c (Fig. 3) and g and i (Fig. 4) as centres, strike the curves f-o and h-p. With radius b-e (Fig. 3) and g and i as centres, strike the curves m-r and n-s. Divide the curve D to B (Fig. 1) into any number of parts and mark off the same number of parts on the curve f-o (Fig. 4). Make h-p equal f.o and draw lines from p to i and o to g. This will form one-half the pattern. Edges must be allowed.

W. M. M.

STOVE MANUFACTURERS ENLARGING.

The premises of the Canada Stove Co., at Ottawa, have been taken over by the National Mfg. Co., Pembroke, who will make many changes in the plant, considerably enlarging it to enable them to turn out a greater number of their stoves and ranges. The plant is already a large one, but it does not come up to the requirements of the National Mfg. Co.

ERROR IN ADVERTISEMENT.

Owing to an error in the advertisement of the Record Foundry & Machine Co., appearing in last week's Hardware and Metal, W. L. Haldimand & Son, 36 St. Dizier Street, Montreal, were mentioned as the eastern agents of the former firm. W. L. Haldimand & Son are in no way connected with the Record Foundry & Machine Co., but are the agents of the Burrow, Stewart & Milne Co , Hamilton. The same mistake was made in regard to giving Harry F. Moulden, Garry Street, Winnipeg, as the western agent of the Record Foundry Company.

There is talk of two new railway lines into London. One through Aylmer and Belmont direct to the city. This line will be about 35 miles and a subsidy has already been granted by the government to the extent of $6,400 per mile of construction. The road will be run by steam. The promotors hope to commence breaking up the ground immediately after the frost goes in the spring. The estimated cost is $1,000,000. The other line is the Stratford Radial Railway, which will run from Stratford to Exeter, Hensall, St. Joseph and the shore of Lake Huron. A commencement will be made almost immediately.

Condensed or "Want" Ads.

ARTICLES WANTED

WANTED—Set of Second-hand Tinsmith Tools. Must be in good condition. H. Sloan, Box 44, Tilbury. [40]

SITUAITON VACANT

WANTED—Smart young man to canvass city trade, in window glass, paint, varnish, etc. Experienced; must guarantee to make good. Box 752, HARDWARE AND METAL, Toronto. [40]

SITUATIONS WANTED

HARDWARE CLERK, 7 years' experience, 4 years in business for self, wants position with good hardware house. A1 references. Apply Box 744, HARDWARE AND METAL, Toronto, Ont. (40)

SITUATION WANTED as assistant bookkeeper or clerk by young man with five years' experience in hardware trade in Ireland. Has been in Canada five months. Best of references. John Molloy, 303½ King Street West, Toronto. (40f)

WANTED—A position in office of hardware store by a thoroughly experienced hardware man who is recovering from an accident to his hip. Later on would be first class man in the store. Single, first class references. Address Box No. 747, HARDWARE AND METAL, Toronto. (40)

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

RIFLE FOR SALE—40.82 Winchester; also reloading tools and loaded and empty shells. Cheap. In good condition. Box 748, HARDWARE AND METAL. (40)

BUSINESS CHANCES

GENERAL HARDWARE STOCK, — $4,800, in Ontario. A good town, having A1 farming section around it. Satisfactory reason for selling. Apply Box 751, HARDWARE AND METAL, Toronto. (42)

FOR SALE—General hardware business, stock about ten thousand, splendid investment, in Vancouver, B.C. Good reason for disposing of same. Apply Box 750, HARDWARE AND METAL, Toronto. (41)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

NATIONAL AID.—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register, F. E. Mutton, Canadian Manager, Yonge and Wilton Ave., Toronto, Ont.

650,000 Not one of the 650,000 retail merchants who have bought a National Cash Register would think of doing business without it. The National Cash Register Co., F. E. Mutton, Canadian Manager, Cor. Yonge Street and Wilton Avenue, Toronto, Ont.

LOOSE LEAF LEDGERS $4.50 UP

A Splendidly equipped complete Loose Leaf System. Assorted sizes, rulings and bindings. The Ledger Co. Box 352 Woodstock, Ont. (40)

AGENTS WANTED

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

MACHINERY STEEL

NORWAY IRON

Large Stock of All Sizes.

CLOSE PRICES

A. C. LESLIE & CO., LIMITED

MONTREAL

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street

MONTREAL

Write to-day, we need you and you need us.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

IVER JOHNSON

SAFETY AUTOMATIC REVOLVER

Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

ACCIDENTAL DISCHARGE IMPOSSIBLE

Hammer the Hammer — Accidental Discharge Impossible

ADVERTISED in all the leading Magazines and Sportsmens' periodicals. Our advertising creates the demand. But we never sell direct where the dealer can supply.

These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

HORSE SHOES

In "M.R.M." brand Horse Shoes are embodied the latest and best features that tend to the making of a perfect Shoe.

We use the best material that can be secured. Every care is taken in their manufacture and each shoe is carefully inspected before leaving our factory.

It pays to handle the best. None better than the "M.R.M."

The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc

Industrial Development.

The Hamilton Street Railway Co. will erect new car shops this fall.

The Coxheath copper mines at French Vale, C.B., will be re-opened shortly.

The Elliott Mfg. Co. have a permit for a new factory building at Toronto.

The Stratford Mfg. Co., Stratford, is building an extension to its premises.

Crosby & Marth have the contract for erecting a big flour mill at Aberdeen, Sask.

The Tillsonburg Packing Co. is erecting a factory at Tillsonburg to employ 30 hands.

The Imperial Oil Company, Sarnia, will enlarge its present plant at a cost of $250,000.

W. E. Walsh has commenced the manufacture of sashes and doors at New Westminster.

The Windsor Launch & Power Co. is the name of a new concern building a $10,000 plant at Windsor.

The B.C. Copper Co. having secured properties in the Wellington camp, will start development work at once.

Plans have been prepared for the erection of an addition to the Cockshutt Plow Co.'s warehouse at Regina.

A new company has purchased the District Steam Heating Co.'s plant at Berlin and will go ahead with the project.

The Dominion Steel Co. has received an order for 9,000 tons of 80-lb. steel rails from the Punjab Railway Co., of India.

J. Sayer has prepared plans for a stone warehouse and factory (for the estate of Victor Beaudry) at a cost of $30,000.

Joseph Battle, Thorold, will build the new $50,000 Government dock at the Ontario Iron & Steel Co.'s plant near Welland.

The Union Stock Yards at West Toronto, recently damaged by fire to the extent of about $150,000, will be rebuilt at once.

The John King Company will erect at Fort William a new $10,000 brick warehouse to replace the one recently destroyed by fire.

The Woods Product Co. are establishing a plant at Haliburton, Ont., for the manufacture of corona spirits, acetate of lime, charcoal, etc.

The J. D. McArthur Co., Winnipeg, will build the new roundhouse for the Transcontinental Railway. The roundhouse will have 72 stalls.

The contract for the re-building of the Peterboro Cereal Company's plant at Peterboro, which was recently destroyed by fire, has been awarded to A. McIntyre.

Rollinger Bros., Pittsburg, Pa., have the contract for the plant to be erected at Hamilton for the People's Brewing Company. The estimated cost of buildings is $150,000.

It is reported that Swift & Co., Chicago, have purchased 200 acres of land at St. Boniface on which they will erect an abattoir and lay out a stockyard, at an expenditure of over $1,000,000.

The directors of the Crow's Nest Pass Coal Company will re-build the parts of their plant which were destroyed in the recent fire. It is estimated that the cost of re-building and re-fitting will be $50,000.

S. S. Arnold, Toronto, is negotiating for a site at Walkerton on which to establish a factory for the manufacture of hinges, springs, etc. The proposed plant will give employment to from 100 to 200 hands.

Building Notes.

A new school will be erected at Lethbridge.

A $20,000 armoury may be built at Orillia.

A $3,000 fire hall will be erected at Brandon.

A new Anglican rectory will be built at Swan River, Man.

J. J. Wright, Toronto, is erecting a $15,000 residence at Niagara-on-the-Lake.

Geo. A. Proctor, Sarnia, has the contract for building the new post office at Glencoe.

The N. B. Telephone Company's building at Sackville, N.B., is being extensively improved.

A $20,000 warehouse is to be erected at Vancouver by the Palmer Land and Investment Company.

Port Arthur will give a ten-acre site for an armoury for which the government has set aside $20,000.

The Victoria (B.C.) Tunnel Railway and Ferry Company purpose building a new depot at that place.

The Grand Trunk Railway will enlarge the baggage room at the Toronto Union Station at a cost of $5,000.

Henry Ingram, of Newcastle, N.B., has been awarded the contract for the erection of a new Anglican rectory there.

The newly organized Empire Theatre Company has secured premises at St. Thomas, and will extensively re-model same.

The congregation of St. Aloysius parish, Montreal, will erect an edifice at Nicolet and Stadacona streets at a cost of $40,000.

The following building permits were issued recently at Winnipeg: J. C. McNab, $10,000; F. T. Waldron, $5,000; F. C. Shortridge, $2,500.

The contract for the new $100,000 office building for E. H. Cuthbertson, at Fort William, has been awarded to Carter, Halls & Aldinger, Winnipeg.

The contract for the erection of a new six-roomed school building at Whitewood, Sask., has been awarded to C. W. Hall, Brandon, at a cost of $15,000.

A building permit has been granted for the erection of the new St. John's school, Montreal. The total cost of the building and equipment will be $75,000.

The tender of Pattinson & Eilback for the erection of a new church at $11,000, at Winnipeg, has been accepted by the St. Matthew's Anglican special committee.

Mr. Fosbery has purchased land at Montreal, for the erection of a school, which will cost $50,000. Work on the new building will be begun probably this month.

Recent building permits at Vancouver include: G. A. Burns, $500; J. S. Chisholm, $1,800; Charles Gray, $2,000; M. Foran, $2,000; C. J. Church, $1,500; C. J. Church, $3,000.

Recent building permits at Peterboro include Dr. G. S. Cameron, dwelling and surgery, $1,500; Robert Fair, alterations to dwelling, $350; to the Board of Education, alterations to the old Collegiate Institute and to John Sullivan, dwelling, $500.

The following are recent building permits issued at Brantford: John Berry, dwelling, $1,000; Orie Myers, dwelling, $850; Wm. F. Robertson, dwelling, $300; William J. Scott, dwelling, $1,200; Margaret Turner, dwelling, $600; William Taylor, building, $300; Geo. Bennett, dwelling, $700.

The building permits in the Fairview district of Vancouver recently were: W. H. Sparrow, house, $1,800; Wm. Hogg, house, $1,850; addition to High School, $1,800; Elliott & Craig, cottage, $900; Mr. Lough, house, $3,500; W. A. Weaver, house, $3,000; F. W. Smith, cottage, $1,100; J. M. Reid, house, $1,800; J. W. Curran, house, $2,500; J. Lawley, house, $2,500; A. E. Thompson, house, $1,500; C. B. Croll, house, $2,300; D B Forester, house, $3,000.

Railway Construction.

New tenders are called for two sections on the G.T.P. between Lakes Abitibi and Nepigon.

The Chicago, Milwaukee and St. Paul Railroad have decided upon the construction of a branch line into Vancouver.

The Pemberton Meadows and Northern Railway have filed plans of their proposed route through British Colombia, and are negotiating for right of way.

The Canadian Northern has located its line from Hawkesbury to Ottawa, and expects to be running through trains between Ottawa and Quebec this fall.

The Grand Trunk Pacific Railway has just adopted a cut-off in Northern Cariboo that will affect a saving in mileage of between one hundred and one hundred and fifty miles. The main line as now finally located, will run across the country due west from Grand Rapids, on the south fork of the Fraser to Fort George on the main river.

Johnson Bros., contractors, Brantford, have completed the grade of the Grand Trunk Pacific from Winnipeg to Portage la Prairie, and begun work on a heavy contract at Plaster Rock on Tubuque River in New Brunswick, which runs east twenty-eight miles. The country there is rough or rolling and heavily timbered, but there will be some good agricultural lands along that part of the line.

A high official of the C.P.R. admits that that railway will eventually build an all-Canadian line to the Yukon. From Athabasca Landing, in Alberta, to Fort St. John across the British Columbia line, the road will proceed in a northwesterly direction until the Pine River Pass carries the road across the first range of the Rockies, and thence by the mountain passes the road will proceed northerly.

News of the Paint Trade

HOW TO KEEP CUSTOMERS.

We will all acknowledge, says the Paint, Oil and Drug Review, that the greatest asset for insuring a paint dealer's success is repeat customers. We have been harping for some time that repeat customers could only be obtained by having them use reliable paints. There is another phase, however, which has just presented itself. We want to show you how under certain conditions you lose many customers even though you sell them good paint.

Good paint will not prove successful when used under certain weather conditions, at any rate, not highly successful—which is the best drawing card for repeat customers. Suppose one of your buyers paints his house the day after a heavy shower, when the wood is damp, or suppose he paints on a surface cracked and peely, which should have been scraped. A poor job is the result. Nine times out of ten he will say, "Well, I know where not to go next time."

You may probably not be aware of all the customers you have lost this way, not giving you the chance to explain why results were unsatisfactory.

All of the reputable manufacturers and dealers have suffered a host of these complaints, they have investigated, found the work was done under unfavorable conditions, and then replied, you can't blame us, it was not the fault of the paint. It's a like case to the farmer blowing out the gas—the people should be told before they buy.

The leading manufacturers now issue pamphlets which call attention to these important facts. They liberally supply their agents with them and most dealers see that the circular is enclosed with every can they sell. But does the booklet answer its purpose when distributed this way? In the first place, it is looked upon as an advertising flier by the opener of the package and when he comes upon the ads of other specialties and the great features of the paint (which are the most conspicuous parts of it) he casts it aside. Some manufacturers, it is true, put these directions as to when to paint and when not, on the labels of the can, but even then the danger is not averted. Everybody believes they know how to paint, therefore they pay about as much attention to what is on a paint can as they do to that which is printed on a tomato can.

It is certain that these facts have to be called to the attention of the users, and there is only one way to do it. First of all be supplied with the pamphlets. Instruct your clerks that with every sale as they pass the package to the customer they also hand him the booklet, separate, with these words: "Here is a book of instructions; read it before you paint."

With this system there is going to be no more dissatisfied customers. There will be no more of those that patronize you but once. You will have your paint proving to its greatest capacity, better than it ever did before.

We print below a few of the warnings which should appear in all of the booklets.

When and How to Paint.

1. The best way to get a can of paint in condition for painting is to pour it back and forth from one can to another.

2. Oil and water will not mix. Do not paint in damp, foggy, or frosty weather. The pores of the wood are then full of moisture and the oil can not get into the wood to make an anchorage. Under these conditions paint will peel.

3. On new woodwork the knots, pitchy and sappy places should first be treated with a coat of orange shellac to prevent them later showing through.

4. On two coat interior or exterior work the first coat should be thinned. For the first coat the gallon of paint should be thinned with one gallon of raw linseed oil. This is so a firm anchorage can be obtained. The second coat can be of the article the way it comes.

5. For good looking results seams and nails should first be puttied.

6. Don't use turpentine alone as a thinner. Use raw linseed oil.

7. The first coat should dry for two or three days before the second is applied.

8. In applying, brush the paint out well. Brushed out coats last longer.

9. Much attention must be given to the repainting of a house that has not been treated for a number of years, or any house where the paint is cracked and peeling. Your paint will not act successfully here no matter whose brand you use. All linseed oil paints shrink in drying, and when they dry in these cases they peel off the loosely attached paint and show the cracks. If it is a cracked and peeled up surface that you have to work on, you should first use a scraper or a wire brush to remove the paint that is loose.

See to it at once that you have these books. Write to your manufacturer; he has them and will willingly supply you. But remember, don't wrap them in the package, but hand them together with that word of warning.

VISIT TO PAINT WORKS.

One of the most interesting features of the recent Manufacturers' Association convention in Montreal was the excursion to Valleyfield, when an opportunity was afforded of visiting the factory of the Canadian Bronze Powder Works, which was particularly interesting to the paint and hardware section, as being the only works of the kind in Canada, and where most of the bronze used in Canada is made.

The process of stamping, extracting, polishing, etc., was thoroughly explained, and the absence of dust, owing to the exhaust system recently installed to save all particles which escape from the machines, was much commented upon.

The aluminum works, in which line this firm is making a specialty, are in a separate concrete building, recently erected, where all the machines are driven by pulleys under the flooring.

Floorglaze Enamel

We say it is the best solid color floor finish made. We can prove it, and so can you, in the easiest and most profitable way possible. Stock a sample order, and see how it brings the customer back for more and do not forget the satisfied customer has lots of friends.
10 shades. Write for color card and prices.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

Paint and Oil Markets

TORONTO.

Toronto, Oct. 2. Satisfactory and slowly increasing trading is being done in nearly all lines. Glass orders for small quantities are coming in with a rush, the past week probably being the best selling week since the commencement of the year. Putty, too, is going pretty fast. Mixed paints have eased up some. With lead, oil and turps at present low quotations this was to be expected.

In regard to linseed oil owing to the dullness of trade, there has been a reduction of one cent per gallon in the single barrels and the same takes place in regard to turpentine. Linseed oil remains very nearly in the same condition as has ben for some weeks, the English market being at such a figure as makes it impossible to handle any imported oil in Canada at the present time. If any special demand springs up for either oil or turpentine the market is likely to go back to the old figures of last week.

There has been no change in the situation in regard to turpentine at the place of production in the past three weeks, though letters from Washington say the Department of Agriculture purposes making a thorough investigation of the production and marketing of turpentine and naval stores, owing to the charges of adulteration with kerosene oil having been made. Boards of trade in the south controvert the statement and are calling for an investigation, while the naval stores concerns say they will welcome an investigation.

WHITE LEAD—Genuine, at $6.25; decorators, $6; and No. 1, $5.65 continue to be the ruling quotations. With the quantity schedule in force the above prices are for less than ton lots. A reduction is made on lots up to five tons and a still further reduction for larger lots. White lead is a very good seller just now. Genuine red lead is still at $4.50 for cask lots.

TURPENTINE—Increasing business is being done, due perhaps to the decline in price, which is one cent less than last week. The quotation is now at 55c for single barrels and one cent less for two barrels. One house quotes as low as 53c for barrels in bulk.

LINSEED OIL—Though slightly dull during the past week there appears to be a better feeling just now, and with the selling of turps and lead this line, too, will surely be making more sales. The price has gone down a cent to induce business. Present quotations are 51c and 54c for raw and boiled in 5 barrel lots, with one cent more for single barrels. These figures are ex Toronto, 2c extra being added for delivery points.

GLASS AND PUTTY—There is a rush of small glass orders just now. Toronto is taking a lot and the larger towns in Western Ontario as far as Windsor are placing orders. Eastern Ontario is rather quiet but the Maritime and Western trade has picked up wonderfully. Montreal, first to feel the impetus, is still doing a steady trade. Putty, too, is moving well. Standard putty is at $1.65 for bulk and $1.90 for bladders in barrels; special is at $1.45 and $1.90, and pure linseed is at $1.80 and $2.05.

STAINS AND VARNISHES—Fair business is being done but nothing out of the ordinary. Price quotations remain as in the past. Pure orange shellac is $1.95 and pure white is $2.

PETROLEUM—Increasing from week to week until now a brisk business is being done. Prices are unchanged and are likely to be so for some time.

MONTREAL.

Montreal, Oct. 2.—A much brighter tone is in evidence in all departments, and a most satisfactory amount of business is now going forward. Dense fogs in the canal have somewhat impeded the forwarding of goods, and in a great many instances orders for the boats have been turned over to the railroads. The week has been characterized by great steadiness in prices, and generally speaking the feeling is now a satisfactory one.

TURPENTINE—Steady business is being done. Importers seem to be gauging their output extremely well, and while they are not carrying heavy stocks, ample supplies can be obtained if a spurt in the demand ensues. We continue to quote turpentine at 51c for single barrels.

LINSEED OIL—Ample stocks seem now to be in the hands of crushers and jobbers, and as English cables do not show any special feature, prices have remained unchanged. We continue to quote: Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c.

GROUND WHITE LEAD—The better feeling noted last week still continues and there is a fairly satisfactory output at the present time. Quotations on round lots are the same, Strictly Pure being quoted from $5.50 to $6 according to brand, and No. 1, $5 to $5.50. These quotations are strictly f.o.b Montreal.

RED LEAD— Red lead shares in the quietness being experienced in the shipbuilding and construction trades, and the call is on the light side. We quote: Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

READY MIXED PAINTS—Orders for these lines are showing a slight but encouraging increase. The dry weather has stimulated much general painting, while dealers have been energetically pushing the various brands.

WHITE ZINC—There is a slightly better feeling in the zinc market. Shipments have improved somewhat, but prices remain the same. We quote: V. M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

They will surely do business with you

If you sell "ENGLISH" Liquid Paints

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax

St. John Winnipeg

Marshall-Wells Co., Winnipeg

Distributors for Western Canada

MURESCO

The Best Wall Finish

Only one coat required; easy to apply and to remove; will not rub off or peel.

Artistic = Economical = Sanitary = Fire-Proof

Don't spend your Time and Money pushing Goods that are without merit and will not repeat.

Once introduced, MURESCO sells itself and the demand constantly increases. MURESCO is made in a large line of handsome Tints and Colors, also White.

Write us and we will mail you Sample Cards, Prices and Descriptive Matter.

BENJAMIN MOORE & COMPANY, LIMITED

MANUFACTURERS OF PAINTS, COLORS, VARNISHES

West Toronto, Canada. New York, Chicago, Cleveland

A Reminder.

This is to remind you, Mr. Paint Dealer, that if you haven't written for our money-making plan that you are wasting valuable time. It isn't every brand of paint that has back of it a 100 per cent PURE GUARANTEE. Every gallon of

Martin-Senour 100 per cent Pure Paint

that you sell is another stone laid in the foundation of a permanent paint trade. Purchasers who buy it to try, buy it again the next time they want paint. It doesn't take long for them to find out that for durability, service, richness of appearance, brilliancy and wear it's the most economical and satisfactory article they can buy.

It will pay you to get acquainted with us and let us make your trade acquainted with Martin-Senour 100 per cent Pure Paint. Write today.

The MARTIN-SENOUR CO., Ltd.,

Pioneers of Pure Paint

MONTREAL

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

CHICAGO

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

VARNISHES—Shellacs seem to have reached their lowest point, and there has been a fair turnover in orange and white shellac. Varnishes for house and furniture purposes are in much better request.

PUTTY—There is no difficulty in keeping up with the call for putty, and the weight of the orders is somewhat disappointing. We quote: Standard putty, 800-lb. casks, $1.65; in 100-K. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. fdrums, $2; 25-lb, tins, $2.05; 12½-lb. tins, $2.25, f.o.b. Montreal.

PURITY OF CANADIAN PARIS GREEN.

The Inland Revenue Department at Ottawa in May had inspectors going all over Canada making purchases of paris green for the purpose of analysis in order to safeguard the interests of the farmers. Over 40 samples of paris green manufactured by the Canada Paint Co., Montreal, were procured personally by the inspectors in the wide range of territory extending from the Maritime Provinces to British Columbia, and each sample was certified by A. McGill, chief Government analyst, as being absolutely pure.

DISPLAY CARD.

A handsome show card will be mailed shortly by the Canada Paint Company, Montreal. The card is a reproduction of the Sun varnish can and label. It is lithographed in colors, and would greatly brighten up a window or store interior. The banner will be mailed to any reader of Hardware and Metal on the receipt of a business card at any of the company's offices.

NOVEL PAINT PARADE.

An interesting paint parade will take place next week in Philadelphia on the 225th anniversary of the founding of the city by William Penn. Elaborate preparations have been made to ensure a noteworthy effect. The committee undertaking the affair, which is being run in connection with a big general industrial display, will portray the history of the manufacture of paint and allied products during the 225 years since Philadelphia was founded and a number of floats are under construction. On the first float will be men and boys using the old mullers, or "niggerheads," two of which were brought to America in 1700. A huge old mortar with hanging pestle will also be in operation on the same float. On the second float, the old-fashioned handmill of stone, grinding paint, will portray the era from about 1825 to 1840. A similar mill of stone will be operated by power, the next step in paint manufacture. On the third float will be a modern paint mixer, a modern paint mill and a modern liquid paint mixer, all in operation. The fourth float will represent a varnish factory with stack and gum in process of melting. White lead manufacture will be shown on the next float, while following it will be a float devoted to flaxseed, every step in the manufacture from the time it leaves the farmer being shown. Crystals of red potash, alum and blue vitriol will constitute a design of natural colors. On the next float and on the eighth will be shown the acid producing part of the chemical industry. Carboys, on the float, appropriately placarded, will convey to the multitude of spectators an idea of the approximate amount of chemicals and acids produced in Philadelphia. Following this will be a load of carboys on the old-fashioned drays originally used, a striking contrast to a fine delivery service such as is used by the manufacturers of the present day.

A DULL FINISH VARNISH.

In an article on "the only woman in the United States owning and managing a varnish factory," an exchange quotes Miss Florence N. Liszka, of Glendale, L.I., as saying:

"Every varnish factory has its own formulas and to a certain extent those formulas are secrets known only to a few trusted workmen. As I had not the money to pay a high-priced man when I started in, I had to do all the weighing and mixing with my own hands. The secret, as a general thing lies in the preparation of the oils. While many of my ways of preparing these oils came to me through my father's formulas I have discovered others for myself. Besides preparing the oils, I have passed on all varnish to decide when it reaches the required ripeness. After a varnish is made it must lie from eight months to a year to be properly ripened.

"We are experimenting in the hope of getting a perfect dull finish varnish for the purpose of saving labor. As matters now stand, the only known way to gain what is known as the wax finish is by rubbing. This takes both time and labor, both costly commodities just now. Yes, there is a varnish on the market, several, that profess to give this much desired finish. Unfortunately none of them is perfect. The foundation is wax, and wax always settles. What we are looking for is a varnish made of something that will not settle. Now, I believe, and my head man agrees with me that we have about perfected such a varnish."

PAINT NOTES.

David Roche, dealer in wall paper, paints, etc., Halifax, is dead.

Patterson & Gaukel, painters, Paris, have assigned.

M. S. Wilson, paints and wall paper dealer, Chilliwack, B.C., has sold his business to R. W. Stevenson.

The United Factories, Toronto, makers of Boeckh's brushes, have issued a neat little folder calling the attention of the trade to the fact that the fall is house-painting time. At this season of the year the surface of the wood is thoroughly dry, and much more satisfactory work can be done with better results now than at any other time. A few hints are given whereby clerks may help sales of paints and brushes by being conversant with their business, and their employers, and by being able to answer readily the questions put to them by customers.

R. H. Sperling, general manager, B.C. Electric Railroad Company, states that street car extensions will be constructed through Hastings upon receipt of a bonus of $51,000.

THE CANADA PAINT CO'S
OIL CLOTH
VARNISH

Our OIL CLOTH VARNISH is specially suitable for inside blinds, bath rooms, OIL CLOTH and Linoleum. A floor varnished with this Varnish is sweet and wholesome. It is equally reliable for Pine or Hard Wood. To prevent disappointment insist upon the C.P. Co.'s Oil Cloth Varnish.

Full instructions will be found upon each sealed tin of the C.P. Co.'s Oil Cloth Varnish.

Special Varnishes for special purposes are made by The Canada Paint Company.

Please See Catalogue

THE CANADA PAINT CO., LT'D
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG

Aluminum Paint for Fall Decoration

It doesn't matter whether you want it for store fronts or for stove pipes, if you get the right kind it will stay where it is put and illumine and brighten everything it touches. Don't imagine there is only the throwing in of Aluminum Bronze to a liquid and giving it a shake that makes a good aluminum paint. It requires just the proper manipulation to do the thing right.

Ramsay's Aluminum Paint

is made in just the proper proportions to give the best results. Ramsay's Aluminum is used on some of the most prominent church steeples in Montreal and elsewhere. Every dealer should stock Ramsay's Aluminum Paint, because it answers for many purposes. It brightens and makes new every piece of metal or wood that it touches. There is no end of uses to which you can put Ramsay's Aluminum Paint.

LET US QUOTE YOU.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

Think it over carefully

Consider the many different selling advantages and trade bringing qualities of

NEW ERA PAINT

and see if the result doesn't mean bigger profit for you and increased satisfaction to your customers. New Era Paint is the best paint for you to handle because it is made with the most exacting requirements of the paint trade always in view.

ASK US FOR PRICES

Standard Paint and Varnish Works Co.

WINDSOR, - ONTARIO LIMITED

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

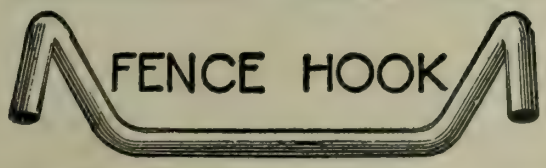
McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK ***For Fastening Wooden Picket or Wire Fences***



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Experiments are sometimes costly. Changes though often necessary should be made with care. If it's varnish you cannot afford to experiment. Your customers want the best—the very best.

"Gutta Percha" Floor Finish

is a *fact*, not an experiment. It is a *fact* that it is a profit-bringer and a trade-builder. It is a *fact* that it is a time and a money-saver for the consumer, and it is a *fact* that it will not scratch or mar white.

If you want information that will turn bigger profits into *facts*, write us.

"Makes an Old Floor Look Good."

Sealed Cans Only. *Write Us To-day.*

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

ISLAND CITY

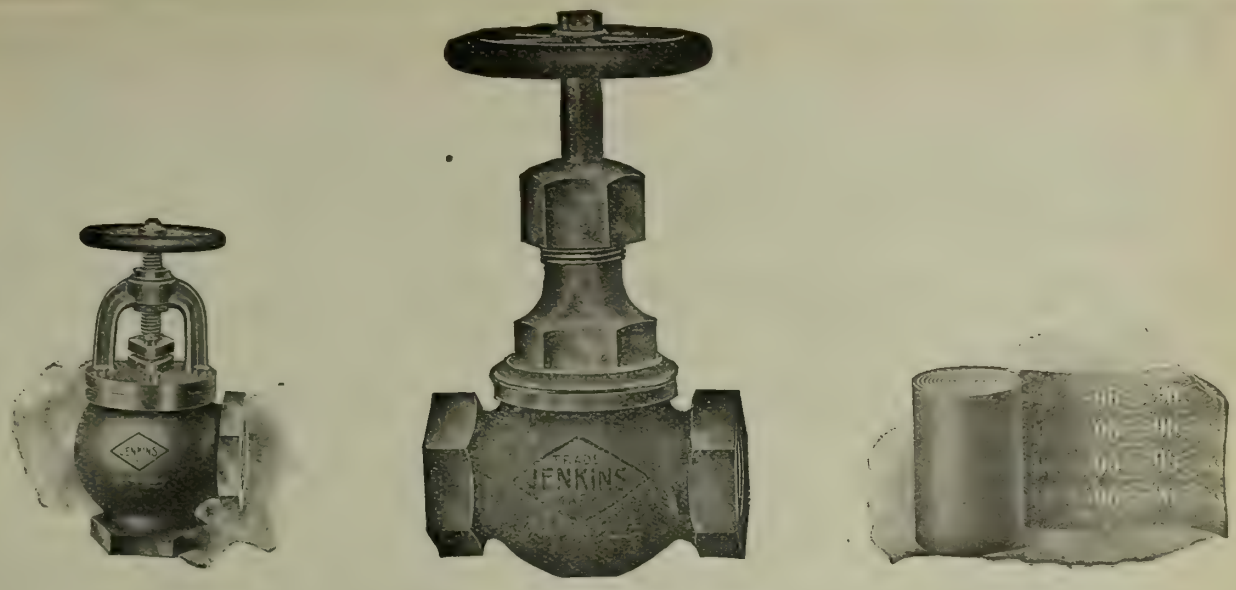
Paint and Varnish Works

The STRONGEST and BEST DRY COLORS manufactured are produced at our works on St. Patrick St., Montreal. They are superior in every respect to any imported. The largest users know that by buying Dry Colors "made in Canada" they save the duty, and they also know that satisfaction is assured when they get

"Island City" Pure Chrome Yellows
"Island City" Pure French Greens
"Island City" Pure Vermilions
"Island City" Pure Permanent Reds
"Island City" Pure Prussian Blues

P. D. DODS & COMPANY, LIMITED

264 St. Patrick St., MONTREAL



Catalogue and discount sheet sent on application.

JENKINS BROS., LIMITED

BRANCH AT
95 QUEEN VICTORIA STREET
LONDON, E.C., ENG.

OFFICE & WORKS
ST. REMI STREET & ACORN AVENUE
MONTREAL, QUE.

THE WEARING OF THE GREEN Depends on the permanency of the Color.

LUCAS IMPERIAL FRENCH GREENS

are made by special process which insures their great permanency, their exceptional brilliancy, their great strength and their intense covering properties. The most perfect BODY GREENS produced.

Practically Un-Fading, Absolutely Non-Poisonous.

The Name, the Package and the Label are closely imitated by unscrupulous manufacturers and dopsters.

Be sure you get the GENUINE LUCAS IMPERIAL FRENCH GREENS.

JOHN LUCAS & CO.

PHILADELPHIA NEW YORK CHICAGO BOSTON

There's Money in the Roof

Not much in one roof, perhaps, but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material? Our prices are right and our deliveries are always prompt. Ask us about "Genasco" Ready Roofing.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

October 3, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson' ....per lb.......	0 09½
Hallett'	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 60
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER. Per 100 lb.

Casting ingot............	14 50	14 00
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz............		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base............		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 45	2 50
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 45	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60..........	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 55	3 65	....
22-24 ..	3 95	3 80	3 75	4 05
2	4 20	4 05	4 15	4 30
2	4 45	4 30	4 35	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. .... " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2 ..	....	18 75
Middlesboro, No. 3 pig iron..	18 50	20 25
Summerlee. No. 2 " ..	20 00	20 25
Carron No. 1	22 50	....
Carron, special..........	2? 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron........	32 00	32 00
Angles	2 60	2 65
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel..........	1 90	....
Sleigh shoe steel..........	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign)..	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 25
Sheet cast steel..........	0 15	0 15
Toe calk steel..........	2 40	2 75
Mining cast steel..........	0 07½	0 08
High speed	0 60	0 65
Capital tool steel	0 60	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08½
Corona tool steel	0 06½	....
Silver tool steel..........	0 12½	....

INGOT TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb. $32 50 32 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box
I C, 14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base..........	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	6 75	7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 60	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks..........	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..........	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 30 and 2. Toronto, 30 and 5.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10½	0 09½
Heavy red brass..........	0 10½	0 10
" yellow brass	0 08½	0 08½
Light brass..........	0 06	0 06
Tea lead	0 02½	0 02½
Heavy lead..........	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	12 00	14 00
Stove plate..........	11 00	10 50
Malleable and steel	9 00	8 00
Old rubbers..........	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p.c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard, 65; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " ...... "	1 70
No 7 Fuller's.......... "	2 00
No. 4½, " .... "	2 10
Patent Compression Cushion, basin cock, hot and cold, per doz., ...	$16.20
Patent Compression Cushion, bath cock, No. 2208	2 35

Square head brass cocks, 50 ; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on August 1 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Size	Galvanized
¼ inch........	2 03	¼ inch........	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 78
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 95
4 "	33 48	4 "	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb.......	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ .... per lb.	0 35	0 40
2-lb. or over .... "	0 30	0 32

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping..........	0 18	0 18

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green conperas (green vitrol)	0 01
Sugar of lead..........	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons..........	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

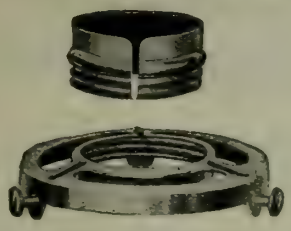
PARIS GREEN.

Barrels..........	0 24½
25-lb. drums..........	0 25½

PIGMENTS.

Orange mineral, casks........	0 09
" " 100-lb. kegs	0 09½

HUBBELL SHADE HOLDER



Made in two parts—A Split Collar and the Holder.

Can be attached to any Standard Socket **WITHOUT THE AID OF TOOLS,** and holds the Globe or Shade perfectly true and straight. Its rigidity prevents the Globe or Shade from being sprung out of position.

MANUFACTURED BY

The R. E. T. PRINGLE CO., Limited

MONTREAL WINNIPEG

PREPARED PAINTS.

	Quart	can.
Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints,		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

Bulk in bbls	1 65
Bladders in bbls	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15
Pratt's astral "	0 17½
Castor oil, per lb	0 09½ 0 10½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 54 0 55
Linseed Oil, raw..	0 51 0 52
" " boiled	0 53 0 55

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	5 50	6 25
Decorators Pure	5 85	6 10
No. 1 Canadian	5 15	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 75	6 75
41 to 50	5 10	7 50
51 to 60	5 85	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 55

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture extra		1 15
" " No. 1		0 90
" " union		0 85
Light oil finish		1 30
Gold size japan		2 00
Brown japan		1 00
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Flat tine floor finish, per gal		3 00
Elastica exterior finish, 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells.. 5 50 8 00
American, house bells, per lb. 0 35 0 40
Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Cans and Nails, per lb.	0 07
Mop cotton, per lb.	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 60	1 90
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
"Iron Clad" cotton		2 10
Iron Clad" paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95
Paving Blocks per 1,000.		
Blue metallic, 9"x4½"x2", ex wharf		35 00
Stable pavers, 12"x6"x2", ex wharf		50 00
Stable pavers, 9"x4½"x3", ex wharf		36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Indiana Coil 25 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in. "		7 00
" " 6-in., "		6 75
" " 8-in., "		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00

Wrought hooks and staples—

¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

S. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.	0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½ 0 10

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
" & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge " per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.		4 40
" " 2, "		4 00
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz.	2 00	5 00

Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler s ....per doz.	1 00	1 85
Conductor's.......... "	3 00	15 00
Tinners', solid..........per set	....	0 72
" hollow......per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood No. 68, 2 foot doz...... ...	1 00
Ivory, No. 1282, 2 foot, each..........	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Disston's Crosscut....per foot	0 35	0 55
Hack, complete..........each	0 75	2 75
" frame only........each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century $6. 25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $11.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect..................	4 00
X-Cut Sets, "	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.	....	16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Steel No. 14 75 and 2½, doz...... ...	$23 00
Iron, No 492, "	1 85
" " 493 "	2 45
" " 494 "	3 25

TAPE LINES.

English, ass skin, No 921, 66 ft., doz.	2 85
Universal ass skin, No 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each ...	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's, linen, No 1822, 66 ft. ea.	1 10
" steel, No. 1820, "	1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

Berg's, brick, 924x11	4 00
" pointing, 924x5..........	2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63¾ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith..........	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail...............		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	....	9 00
" " ½ " .... "	....	10 00
" " ⅝ " .... "	....	12 00
Leather, 1-inch ......per doz.	....	4 00
Leather, 1¼ " ...... "	....	5 20
Web.............. "	....	2 45

HOES.

Garden, 50 and 10 per cent.

Planter.............. per doz.	4 00	4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ⅝ inch	3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1 f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2 75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2 95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net..................	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent

Lock, Andrews'..............	4 50	11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..............	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's......................		0 13½
Berg's, per lb......		0 12½
Brook's....................		0 12½
Pipe Vise, Hinge, No. 1......		3 50
" " " No. 2......		5 50
Saw Vise....................	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts....................	60
Bolt Ends.....................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint......	70 and 12½

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4¾c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 12½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"O" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d..........................	3 80	3 25
3d..........................	2 85	2 95
4 and 5d........	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails. 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.

Bench, wood ....per doz.	3 25
" iron .... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 25 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges.................	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.

Empire hockey sticks, per doz ..	3 00	3 50

CUTLERY AND SILVERWARE.

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's..........	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz	3 50

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Clauss Dressmakers' Shears

Clauss Brand—Fully Warranted

This Shear is made after the pattern "TAILORS' SHEARS" and is just the thing long wanted by the dressmakers.
Manufactured by our Secret Process. Write for Discounts.

The Clauss Shear Co., :: :: Toronto, Ont.

SHEARS.
Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymours, 5 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.
Hudson, per doz., net 5 75

BIRD CAGES.
Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc., 45 p.c.
Copper tea urns, 30 per cent.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 5 p c.		
Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p c		

LAMP WICKS.
Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	2 00

METAL POLISH.
Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head		0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 90
" No. 50, nickle-plated,	"	0 95
" handles, japaned,	per gross	9 25
" " nickled,	"	9 75
Common, plain		4 25
" plated		5 50
Asbestos, per set		1 50

TINWARE.

CONDUCTOR PIPE.
2-in. plain or corrugated, per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.
Common, cork-lined, 35 per cent.

EAVETROUGHS.
10-inch .....per 100 ft. 3 30

FACTORY MILK CANS.
Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz.	6 75
Lift Tubular and Hinge Plain,	"	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).
Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.
Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.
Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch	" "	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c per dozen extra.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.
Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.
No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS
Discount 60 per cent.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 8 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.
High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.
Discount 50 per cent.

FINE STEEL WIRE.
Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright.	2 80	Galvanized	3 20

HAY WIRE IN COILS.
No. 13, $2.70: No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.
Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9. $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 18	2.00	3.00	4.50

SMOOTH STEEL WIRE.
No. 0-9 gauge, $2.40; No. 10 gauge, 60c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb		3 00
Galvanized, plain twist		3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE
Galvanized. 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires. ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized		2 75
Plain		2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE.

BROOMS.

Nelson's		2 25	3 65
" bamboo		2 95	3 95

CHURNS.
No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose	per case	0 60
" 4 "	packages, per case	0 70

CLOTHES REELS.
Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs,	"	14 00
1 "	"	12 00
2 "	"	10 00
3 "	"	8 50

ICE CREAM FREEZERS.
White Mountain, 50 p.c.

LADDERS, EXTENSION.
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops		1 25
Folding ironing boards		12 00 16 50

REFRIGERATORS
Discount, 40 to 50 per cent.

SCREEN DOORS.
Common doors, 2 or 3 panel, walnut stained, 4-in. style ..... per doz. 8 00
Common doors, 2 or 3 panel, grained only, 4-in., style ..... per doz. 8 30
Common doors, 2 or 3 panel, light stair per doz. 10 55

WASHING MACHINES.

Round, re-acting	per doz.	60 00
Square "		63 00
Eclipse, per doz		54 00
Dowswell "		39 00
New Century, per doz		75 00
Daisy		54 00
Stephenson		74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop		1 90
" " 3-hoop		2 05

WOODEN TUBS.
Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.		35 00
Royal American, 11 in.		35 00
Eze, 10 in., per doz		36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.
Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball	per M	2 25
Small heel		4 50

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"		6 50

CASTORS.
Bed, new list, 55 to 57½ per cent
Plate, discount 52½ to 57½ per cen

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 09½
Pure Manilla		0 12½
"British" Manilla		0 10
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ¼ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet	per doz.	0 65
" " 60 feet	"	0 80
" " 72 feet	"	0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging "	0 27	0 35

BINDER TWINE.

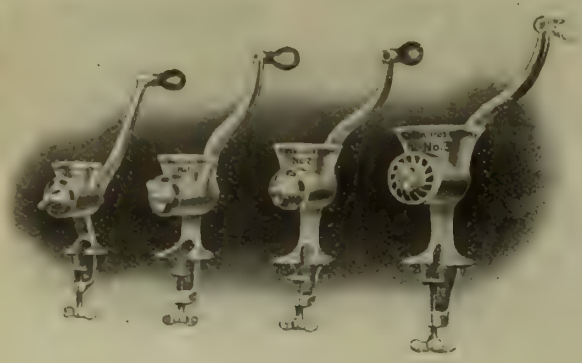
500 feet, sisal		0 08½
500 " standard		0 08½
550 " " manilla		0 09½
600 " " "		0 11½
650 " " "		0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb.,	per ton	20 00	22 00
" under 40 lb.,	"		34 00
" 200 lb and over	"		36 00



The most satisfactory Food Choppers on earth, considered both from your standpoint and the standpoint of your customers, are without question the

"GENERAL" and the "SHIRREFF" STEEL KNIFE FOOD CHOPPERS

The knives on these truly ideal choppers are self-sharpening, self-cleaning and absolutely non-rustable. They are made in four sizes, and can meet the wants of cottage and mansion alike successfully.

Write for Prices and Profits!

SHIRREFF MFG. CO., Limited

BROCKVILLE, - ONT.

Their Loss; Your Gain

Every paper you have picked up since June 1st has contained a list of barns and other buildings "Struck by Lightning" and "Burned to the Ground." Don't you realize that this has rapidly increased the demand for Fire and Lightning-Proof Building Goods? Property Owners look to the hardware men for these goods. Get ready to supply them in quantity and quality to pay you a fair profit and satisfy your customers.

We want you to have catalogs, samples, and advertising literature of the "GALT KIND" especially

"Galt" Steel Shingles

Securely locked, weather-tight and easily laid.

"Galt" Steel Siding

Several new and pleasing designs.

"Galt" Corrugated Sheets

Made from Redcliffe Iron. All gauges and sizes carried in stock.

These Goods, supported by our extensive advertising and selling systems, will sell themselves. Drop us a card.

The Galt Art Metal Co., LIMITED

GALT, - ONTARIO

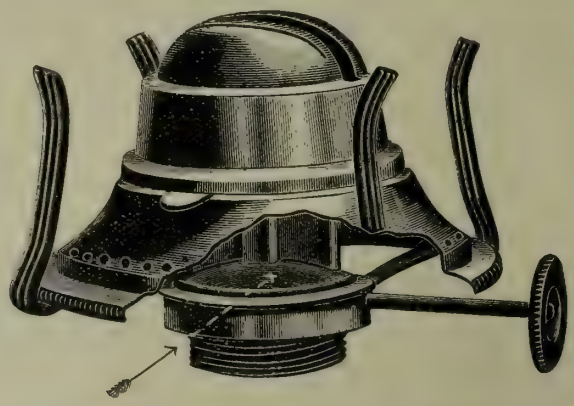
Toronto — W. D. Beath & Son

Winnipeg and Regina — Dunn Bros.

TALKING POINTS FOR DEALERS

WELL WORTH CONSIDERING

On our BANNER, CANADA, ONTARIO and HICONE Lamp Burners

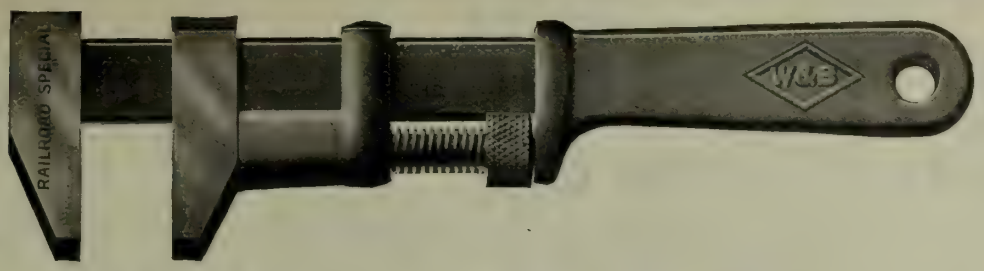


The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire.

OURS DON'T

Manufactured by

ONTARIO LANTERN & LAMP CO., Limited, HAMILTON, ONT.



The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office :

St. Catharines

Ontario

W&B
TRADE MARK

W & B CO
TRADE MARK

S. & S. Pliers

No. 600. Button's Pattern Pliers—Straw Color
5-in., 6-in., 7-in., 8-in , 9-in., 10-in.

We are

Headquarters
Quality and Prices
"Cantbebeat"

Let us surprise you

Immediate Shipment from Stock

Schuchardt & Schutte
Montreal, 91 Youville Square
New York, London, Shanghai, Berlin, Vienna
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Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

One Dealer in Each Town

Only one dealer in each town will be allotted the agency for Brantford Roofing. Only one dealer in your vicinity will have THREE different kinds of ready roofing to show his customers. In Brantford "Asphalt," Brantford "Rubber," and Brantford "Crystal," the dealer has THREE chances to land an order where he formerly had only one when representing the makers of a "single" kind of roofing. Small chance of an order ever getting by the dealer who handles our complete line. Would you like to be that dealer?

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

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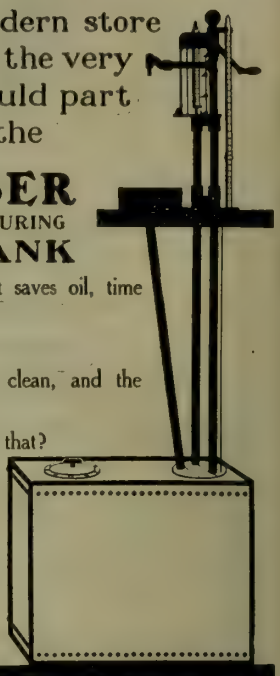
General Supply Co. of Canada, Limited	219-221 Bank Street, Ottawa 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co.	Sherbrooke, Que.
Fleck Bros., Limited	Vancouver, B.C.
Imperial Export Co.	Toronto, Ont.

MY BEST FIXTURE

"Of all my modern store equipment the very last I would part with is the

BOWSER
SELF MEASURING
OIL TANK



That's because the Bowser is the biggest money saver—it saves oil, time and labor.

Wouldn't you appreciate this?

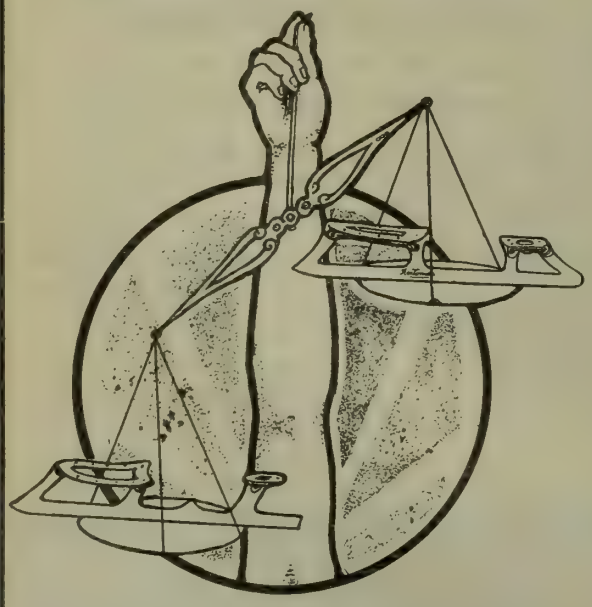
It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

Send a postal for Bulletin 5454. It tells how to make oil pay big.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

Triumph in Skate Making



The "Automobile" Skate six to twelve ounces lighter than any other manufactured—and stronger!

Do you realize what a tremendous argument this is for the "Automobile" Skate?

To the user of this skate it means that he can cover more ice with greater speed and less fatigue, than with any other made.

The "Automobile" Skate has an aluminum alloy top — the aluminum mixed to just that point where it is tougher and five times as light as steel.

The blade is made of nickle steel—the hardest and strongest metal in existence. It permits a light and speedy blade.

If your stock is not complete get in touch with us to-day.

The Canada Cycle & Motor Company LIMITED

Head Office and Works, WEST TORONTO

Money is the Thing

which interests you. No use trying to sell you something unless you can be shown where the profit is. That's why we sell so many

EUREKA HANGERS

Show a customer all the various kinds of garment hangers on earth, then show him the EUREKA Hanger and he'll buy EUREKA every time. Why? Simply because

They hang clothes right

Forsyth Manufacturing Co.
BUFFALO, N.Y.

What's in a Name?

Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal

Atkins Silver Steel

Segment Ground

Cross-Cut Saws

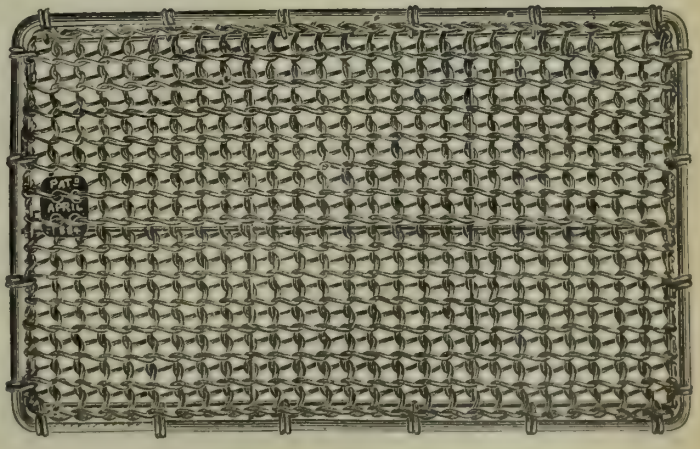
Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

Wire Door Mats



The cleanest, most durable and perfect sanitary Mat made.
Has been on the market for over 20 years.
All sizes and shapes made to order.
For stock sizes, see catalogue.

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LIMITED

HAMILTON, ONT. MONTREAL, Que.

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

GILBERTSON'S COMET

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB, - 13 St. John St., Montreal

Sole Canadian Agent

W. GILBERTSON & CO., LTD. Makers, Pontardawe, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 80 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK

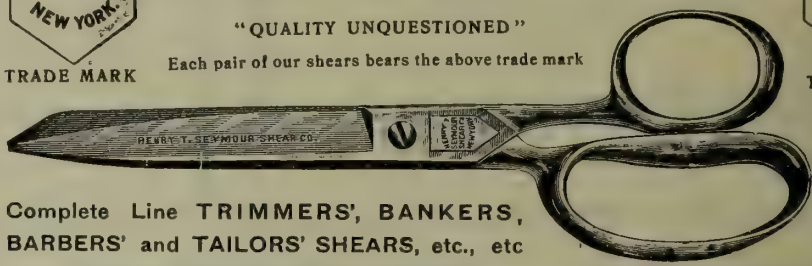
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



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Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
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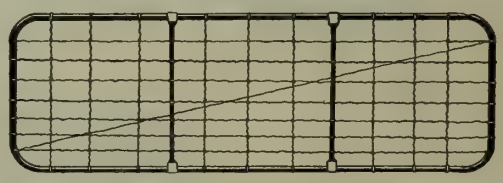

INCREASED PROFITS

and satisfied customers will be yours if you push our wire gate here illustrated. It is built by experts and it is a perfect gate. As such it gives unending satisfaction.

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164 Bank St., Ottawa
R. W. GRANT, - Manager
Wire Goods Makers

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

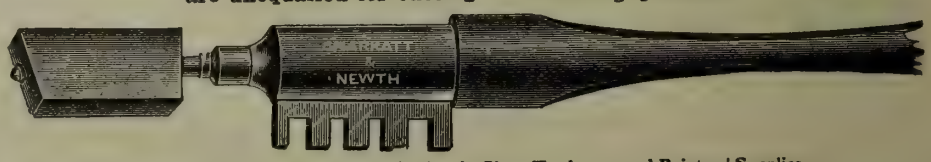
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

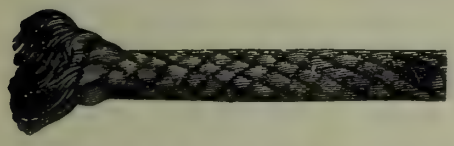
Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

Buy the Best.



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Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

Place an Order Now

for

"SOO LINE"

LOGGING TOOLS

Guaranteed by the Makers

If you are not already familiar with this Line it will pay you to investigate, try them, then ask the men who use them or ask the dealers who are already selling them, who are placing re-orders.

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McLennan, McFeely & Co., " "
Boyd, Burns & Co., " "
Cunningham Hardware Co., New Westminster, B.C.
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J. H. Ashdown Hardware Co., Nelson, B.C.
J. D. McBride, Cranbrook, B.C.
J. D. Quail, Fernie, B.C.
Ross Bros., Edmonton, Alta.
Marshall-Wells Hardware Co., Winnipeg, Man.
Millar-Morse Hardware Co., " "
J. H. Ashdown Hardware Co., " "
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Marks, Clavet & Dobie, Port Arthur, Ont.
Moore & Browne, Limited, Sault, Ont.
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H. S. Howland, Sons & Co., Toronto, Ont.

and other reputable dealers in Quebec, Nova Scotia and Newfoundland. Made in the largest factory of its kind in Canada, by

Canadian Logging Tool Co., Ltd.

Sault Ste. Marie, - Ontario

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The origina and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

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Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street MONTREAL.

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All made out of the

BEST SIEMEN'S MARTIN STEEL

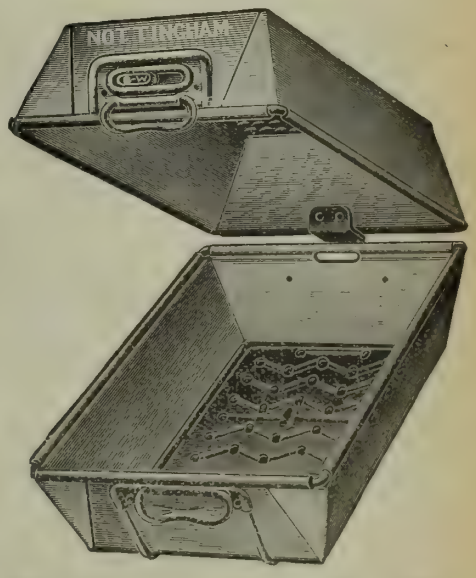
Brand	
Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

Please mention above brands in your indents and inquiries.



Strong, durable and convenient, with false perforated bottom and ventilator.

E. T. WRIGHT & CO. - HAMILTON

Are you interested in any of the lines that are advertised ?

A Post Card will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.

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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,. Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
Taylor-Forbes Co, Guelph, Ont.

Bolts.
Brantford Screw Co., Prantford.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Box Strap
J. N. Warminton, Montreal.

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

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Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Coal Chutes.
Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

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Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

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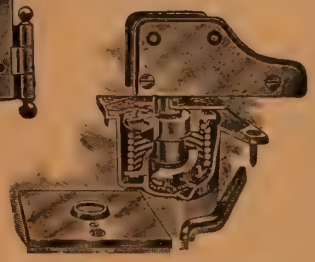

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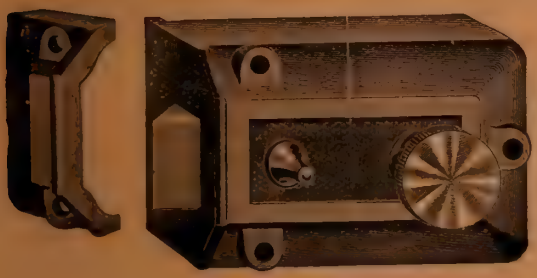

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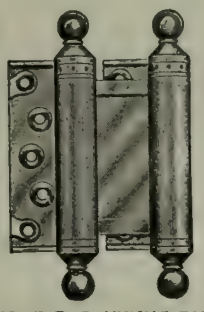

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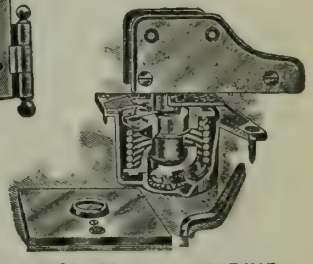

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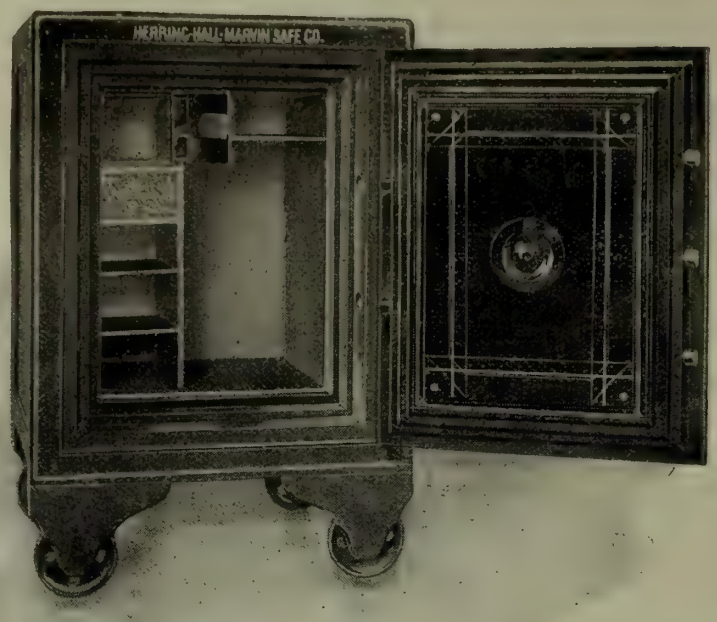

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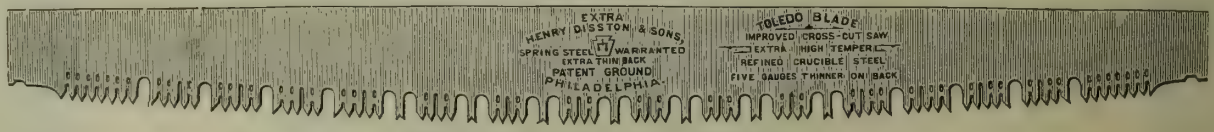

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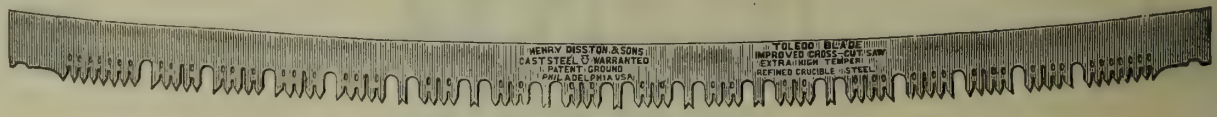

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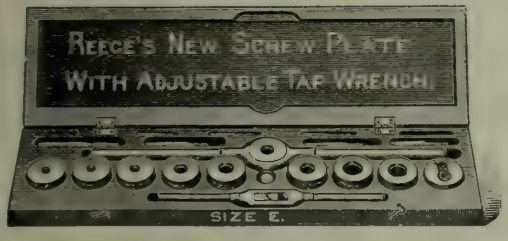

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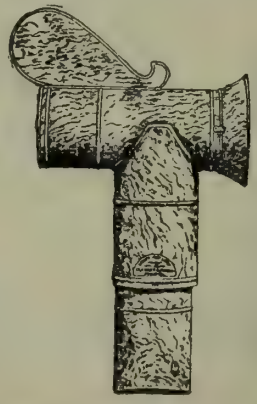
will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Lachine, June 5, 1903.

The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister Marie Pacifique, Gen. Eco.
Sisters of Ste. Anne.

Made by

The J. W. HARRIS CO., Limited

CONTRACTORS

Montreal

New Style H. & C. Side Wall Register.

BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

HART & COOLEY CO., Booth St., New Britain, Ct.

The Argument That Sells

Lighter by six to twelve ounces than any other skate made and stronger. That is the selling argument.

The "Automobile Skate" The skate of the Aluminum top and nickel steel blade—is positively in a class by itself. It's the easiest skate to sell, because it's the best.

As a woman's skate it is doubly inviting because it is astonishingly light and more attractive.

Don't attempt to anticipate this season's business with a small stock. Prepare for a rush. It's bound to come off.

Write us to-day for further particulars.

The Canada Cycle & Motor Company LIMITED

Head Office and Works, WEST TORONTO

A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1

No. 2

No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY THE WM. F. HEISE MANUFACTURING CO.

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

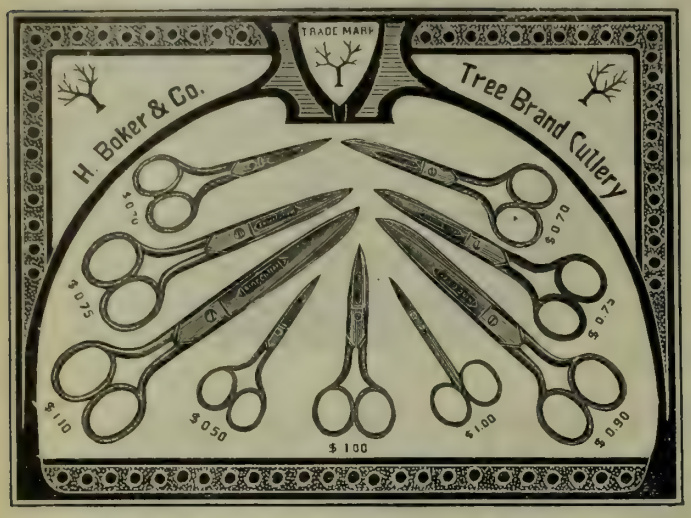
HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. P. Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

A Handsome Display Cabinet



Given away free with an order for ½ Dozen each of nine different kinds of H. Boker & Co's famous "King Cutter" Scissors as illustrated.

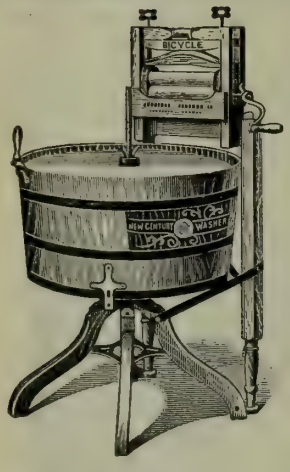
"King Cutter" are H. Boker & Co's celebrated "Tree" Brand quality. They are highly tempered, exceptionally well finished and beautifully etched. Every pair guaranteed absolutely perfect. Cabinet comprises Lace, Manicure, Bent Nail and Ladies' regular scissors from 4 to 7 inches.

Prices range from 50c. to $1.10 per pair retail.

Ask your jobber to quote you on these lines.

McGILL CUTLERY CO., Reg'd **P.O. Box 366, MONTREAL, P.Q.**

The NEW CENTURY WASHING MACHINE and its ONLY RIVAL



FOOD FOR THOUGHT

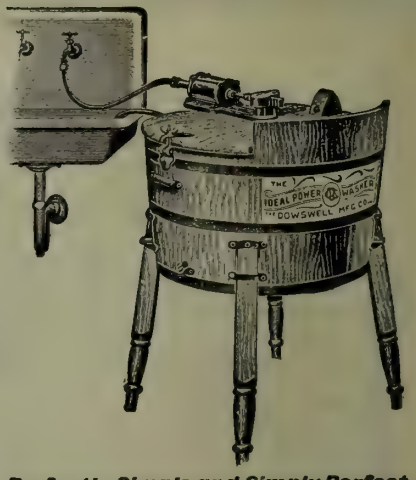
If you don't know The Dowswell line of **up-to-the-minute** Washing Machines, Wringers and Churns, you don't know all you ought to know about a good thing. Our Trade Mark is not a big thing to look at, but it is a mighty big thing to help tide over dull times.

THEY'RE SIMPLE and THEY'RE CERTAIN

The Dowswell Mfg. Co. Ltd.

HAMILTON, - ONT.

Agents:
W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Harry F. Moulden, 290 Carry St. Winnipeg, Man.



Perfectly Simple and Simply Perfect

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - - TORONTO

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

To the Hardware Trade

The 1907 Edition, Canadian Industrial Blue Book, is sold. The 1909-10 Edition will be $5.00, subscription only. No extra copies will be published.

THE MANUFACTURERS' LIST CO.,
Witness Press, MONTREAL

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

CHECK BOOKS

"PLIC BOOKS"

For making carbon copies of your letters and orders. Write for information.

THE CARTER-CRUME COMPANY, Limited
445-447 King St. W., Toronto, Ont.

FEED COOKERS

FEED COOKERS

A good line to handle. Write us for full particulars and prices.

James & Reid, Perth, Ont.

FOOD COOKER

Tank directly over fire heats quick with little fuel. Safe - can be placed anywhere a stove can. Very satisfactory. Used for many purposes. Prices low. write us.

The Steel Trough & Mach. Co. Ltd.
Tweed, - Ontario

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

OUR SPECIALTIES

for this month are: Asbestos Stove Pipe Thimbles, Gas Heating and Cooking Stoves Combined, Four Styles Heating Drums, Air Tight Heating Stoves, "Nestable," Four Styles Ash Sifters, Three Styles Toasters and other good specialties, all Hardware Stores.

THE COLLINS MFG. CO., TORONTO.

METAL STAMPING.

STEEL STAMPINGS

We design stampings to replace castings of all kinds. Send sample for estimate.

ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

RIVETS & STEEL PRODUCTS

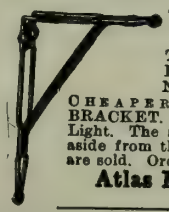
The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

PULLEY BLOCKS & CARGO GINS

IMPROVED CARGO GINS
LEAD AND HEEL BLOCKS
with Self-Oiler Sheaves, Steel Centres
DAVEY & CO.
88 West India Dock Road, London, Eng.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS

are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U. S. A

VENTILATOR

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

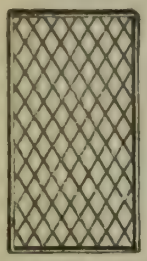
Crescent Wire and Iron Works
KINGSTON, ONT.

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"

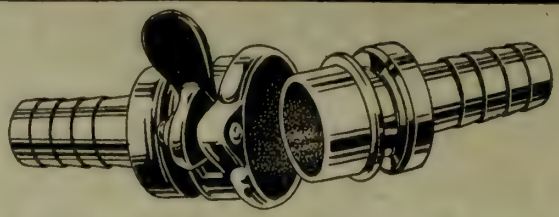


Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.



The Time-Saver Hose Coupler

is a sure saver of time and temper. It works simply ana instantaneously and its joints are absolutely **watertight.** *The unusual advantages possessed by the Time-Saver Coupler will make it popular among your hose using customers.*

SEND FOR PRICE LIST

The Time Saving Coupler Co., Limited
166 Bay Street - - TORONTO

GLUES, GELATINES SIZE, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

"DIAMOND" BRAND FITTINGS

are demanded because of their freedom from flaws. There are no sand holes in "Diamond" Brand Fittings, and they are perfect in threading, material and finish. These are points well worth your consideration when buying fittings.

LOOK FOR THE TRADE MARK "DIAMOND"
IT IS YOUR PROTECTION AND OUR GUARANTEE.

OSHAWA STEAM & GAS FITTING CO., Limited
WHOLESALE ONLY
OSHAWA, - CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

Canada Foundry Company, Limited

14-16 KING STREET EAST

Montreal, Halifax, Ottawa, TORONTO, Canada. Winnipeg, Vancouver, Rossland.

MANUFACTURERS OF

Power Appliances of all Kinds

Complete Power Plants, Steam, Gas, or Electric.

The Ideal Duster

IS A MECHANICALLY CORRECT MOP HEAD

Scientifically constructed to close automatically with a firm—almost positive—grip, designed especially for dusting purposes, which, with a yard or two of ordinary cheese cloth

Solves the Polished - Floor Proposition

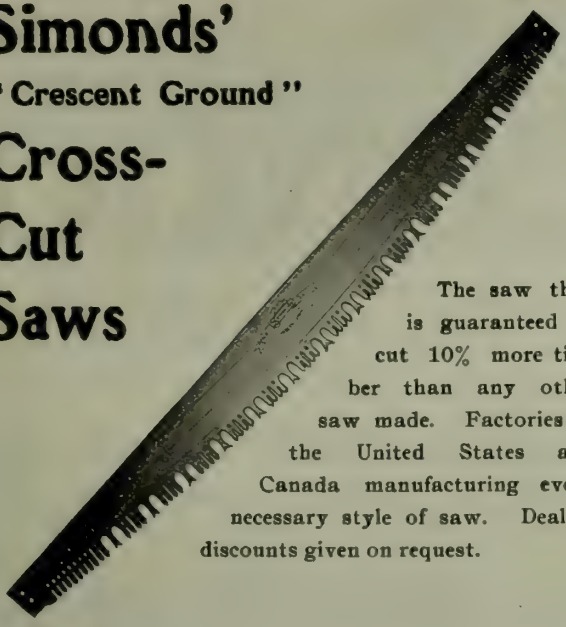
Supplied through the jobbing trade generally, through whom orders are solicit-d for promot shipments on the moment. Order through H. W. NELSON & Co. } Toronto
UNITED FACTORIES, Ltd. }
H. S. HOWLAND SONS & Co. }

TARBOX BROS., Manfrs.
TORONTO, ONT.
Manfrs. of the Tarbox Self-wringing Mop, Tarbox Pillow-Sham Holders, Etc.

Simonds'

"Crescent Ground"

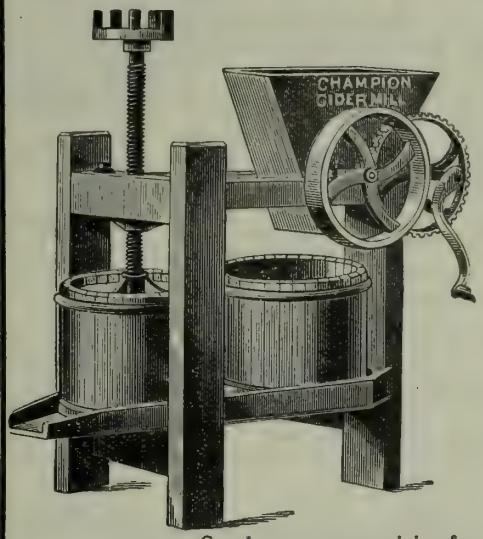
Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Toronto, Ont. St. John, N.B.

Cider Mills and Presses



Order now and be ready for the demand.

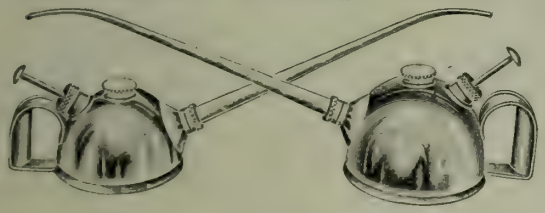
Circulars and prices will be sent by return mail.

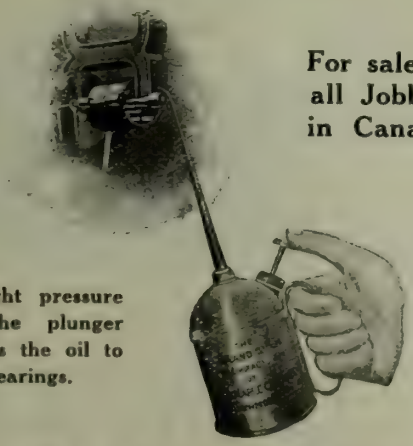
Send us your enquiries for

Drilling Machines, Forges, Weeelbarrows, Washing Machines of All Kinds, Butter Workers and Shipping Boxes, Blacksmith's Machine Tools, Wagon Skeins

The London Foundry Co., Ltd.
LONDON, CANADA

Howland Pump Oilers





For sale by all Jobbers in Canada.

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois

The SHOOTING SEASON

always creates a big demand for Ammunition. The DEMAND for the Ammunition of

F. Joyce & Co., Ltd., of London, Eng.

is greater than ever before. Why? Because its QUALITY is right and its merits are known to the consumer all over CANADA.

Stock Nitros, Walthams, Ideals and Ballistites

There is profit in it for you and PRESTIGE for your store in selling these.

J. H. ROPER, 85 St. Francois Xavier St., MONTREAL
SOLE AGENT FOR CANADA

OAKEY'S The origina and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

TINPLATES

All made out of the

BEST SIEMEN'S MARTIN STEEL

Brand

Best Coke or Charcoal	"Rhyd"
Good Charcoal	"Edith"
Second Charcoal	"Sawel"
Best Charcoal	"Dryw"

We are ready to offer the Canadian Trade very best value and finest quality in Tinplates.

Baglan Bay Tinplate Co., Limited

Briton Ferry, South Wales

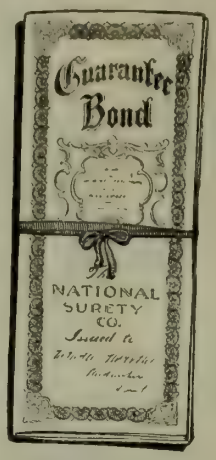
Please mention above brands in your indents and inquiries.

A GUARANTEE BOND with

EVERY ROLL OF

CONGO

"NEVER-LEAK" ROOFING



The Surety Bond Guarantee back of Congo makes it the most attractive roofing proposition on the market.

We have claimed right along that 3-ply Congo was an unexcelled Ready Roofing at the price, and we now back it by the National Surety Company's Guarantee Bond.

This Bond covers a period of 10 years.

It is broad, liberal protection to the purchaser. It means we have faith in Congo. It protects you absolutely.

A good many roofings carry guarantees of different characters, but not a single one of them gives the purchaser a *Surety Bond*. That's the only kind of guarantee worth having!

We know Congo is the surest protection against weather, climatic changes, heat and cold, for it is absolutely not affected by any of these. It never dries out, cracks or melts, and so perfect a roof protection does it make that it is aptly called the "Never-Leak" Roof. If we were not *sure* of these facts we wouldn't dare give a Surety Bond with every roll.

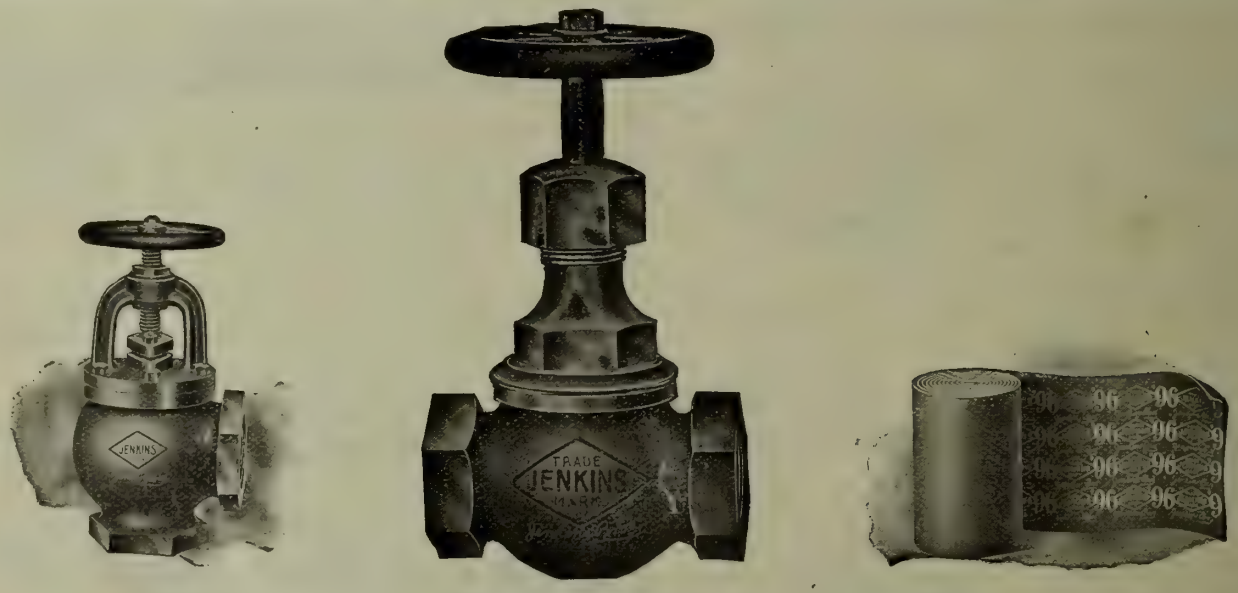
Send for a sample and further information to-day.

SPECIAL NOTICE—If any Congo rolls that you purchase do not contain Guarantee Bonds, write us at once, telling us where and from whom they were purchased, and we will at once mail you the missing bonds.

United Roofing & Manufacturing Co., Philadelphia, Pa.

Successor to BUCHANAN-FOSTER CO.

H. S. Howland, Sons & Co., Toronto. Starke-Seybold, Ltd., Montreal.
Mechanics Supply Co., Quebec. S. Hayward Co., St. John.
Geo. E. Smith & Co., Halifax.



Catalogue and discount sheet sent on application.

JENKINS BROS., LIMITED

BRANCH AT
95 QUEEN VICTORIA STREET
LONDON, E.C., ENG.

OFFICE & WORKS
ST. REMI STREET & ACORN AVENUE
MONTREAL, QUE.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

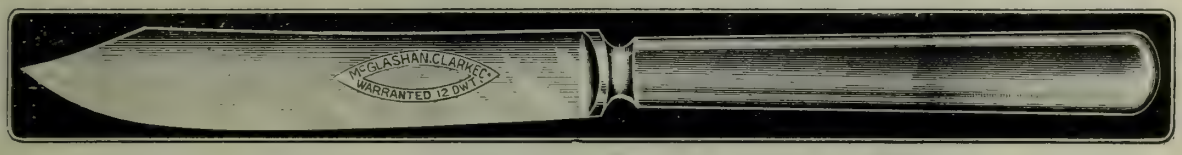
Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

FRUIT KNIVES

Plain 12-dwt. quality
Put up 1-2 dozen in white satin-lined boxes



All knives bearing our stamp can be absolutely depended upon for quality and wear. They are made from the finest quality of English cutlery steel and we guarantee them full weight. They are finished with utmost skill and carefully hand burnished, which is the most durable process of finishing.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 117 d'Youville Sq., Montreal, Que. N. F. GUNDY, 61 Albert Street Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG LIFE

Copper Hardened

BABBITT

Copper Hardened

LONG LIFE METALS

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb. **Write for Booklet**

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

It Doesn't Need Sherlock Holmes

to discover that the man who can deliver the goods is the one who is going to get the business. If it's **structural steel,** we can help you materially by being able to offer you a high-grade product at unusually close prices. How about that new building? They will need our goods. Have you bid on it yet? Write us for information. We will help you to secure that contract and others.

Write us now. The value of an opportunity is the use you make of it.

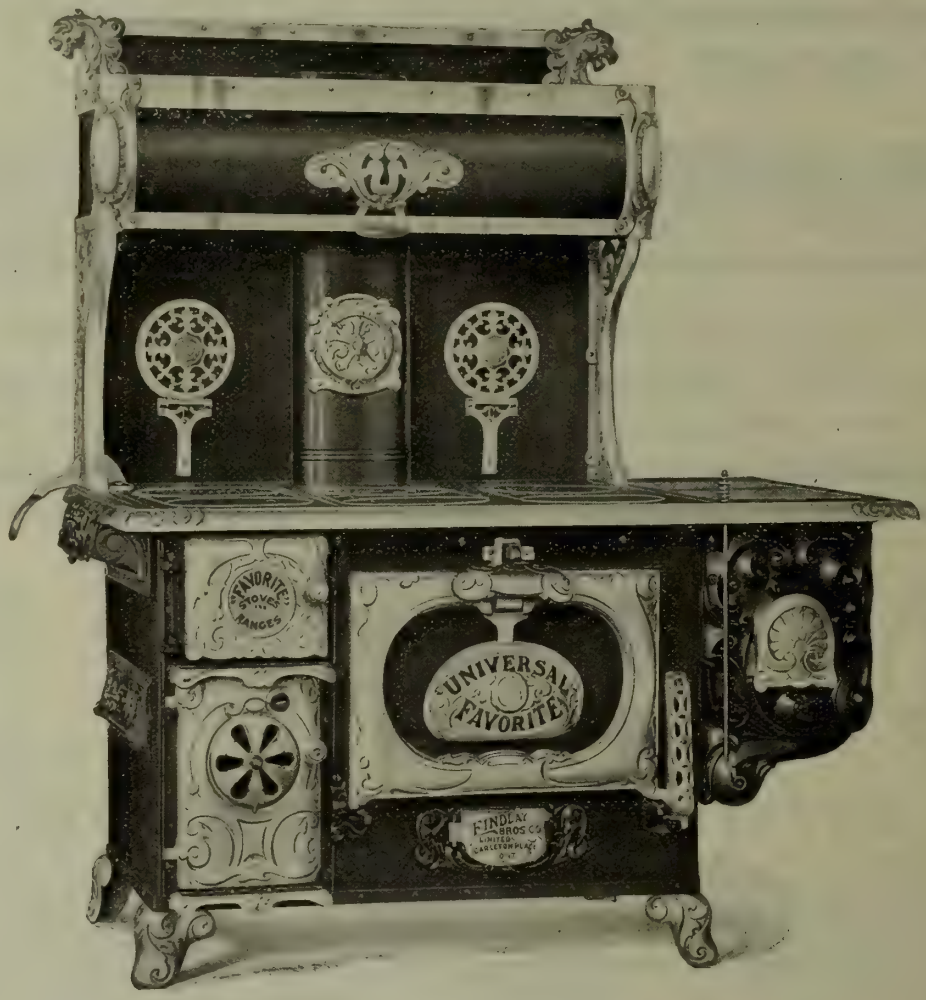
Hamilton Bridge Works Co., Limited, Hamilton CANADA

Elections Come and Go Governments Rise and Fall

But the UNIVERSAL FAVORITE Steel Range never changes in the opinion of the DEALER who sells it or the PEOPLE who use it.

Every DEALER who is selling the UNIVERSAL FAVORITE is as Busy as a NAILER this fall.

If you are not in the procession get in quick by ordering a sample of this Wonderful Range.



We make Steel Ranges and Cast Ranges at all kinds of prices and Heating Stoves of every description and carry a complete stock at all our Branches and Agencies.

FINDLAY BROS. CO., LIMITED

Head Office and Works:
CARLETON PLACE, ONT.

Branch House:
309 Elgin Ave., Winnipeg, Man.

Distributing Warehouses:

220 Eighth Ave. West, CALGARY, ALTA.
In charge of THE W. P. MILLER HARDWARE & HEATING CO.
178 Victoria Street, TORONTO, ONT.
In charge of STEWART & CO.

Wholesale Agents:
REVILLON BROS., Edmonton, Alberta.

Good Cheer Ranges

The Garnet.—

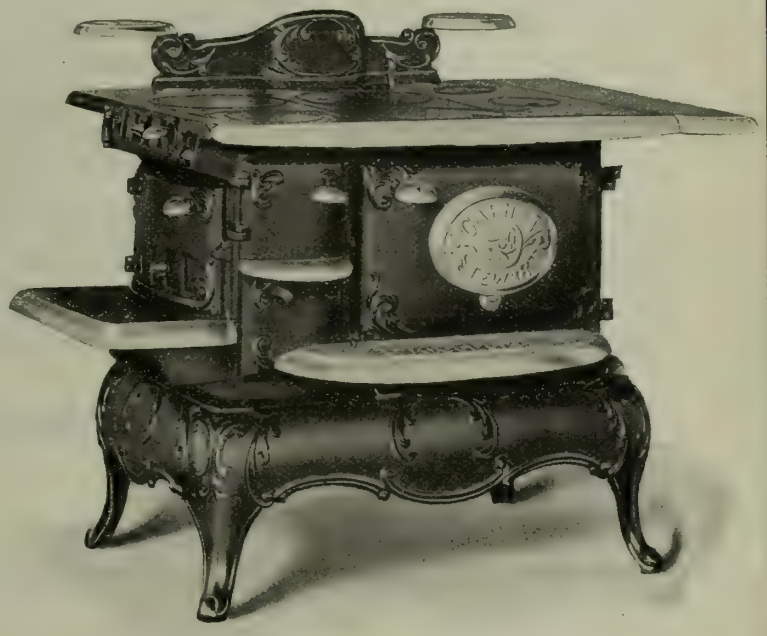
A semi-plain range which convinces at a glance that it has been made by people who know how to build stoves.

Compare it with what other stove you will, and you will readily concede that it has THE finish which stamps it as a really artistic production.

And as to operation, the experience of every user whom we have been able to locate is that improvement in it would hardly be possible. All nickel is removable, the fire-box is a model one with all cast linings, and the duplex grates are removable without disturbing linings or waterfront.

The success of the No. 9-18 has made it necessary for us to produce a larger size with a 20-inch oven and which we have recently placed on the market. It has been designed and made entirely in our own pattern-making department, and in it we have been enabled to incorporate some new features which will be appreciated by both dealer and customer.

The top is in key plate sections, the front one having a lever lift for convenience in broiling, toasting or firing. There is no back grate rest, so the burning out or warping of such a part is avoided.



The reservoir is detachable, so that in the one range the dealer has on hand both a square and an extended, whichever his customer may want. This is a point worth noting.

SIZES and DIMENSIONS:

No. 9-18,	4-9″ holes,	18x18x11	oven
94-20,	4-9″ "	20x20x13	"
96-20,	6-9″ "	20x20x13	"

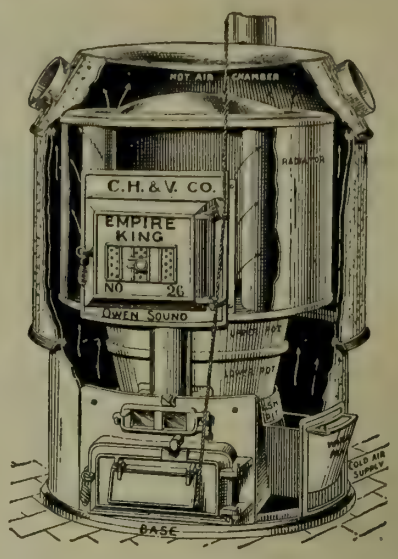
The Jas. Stewart Mfg. Co., Limited, Woodstock, Ont.

WESTERN BRANCH: JAMES ST., WINNIPEG

YOU CAN GET MORE BUSINESS

by handling the

EMPIRE KING FURNACE



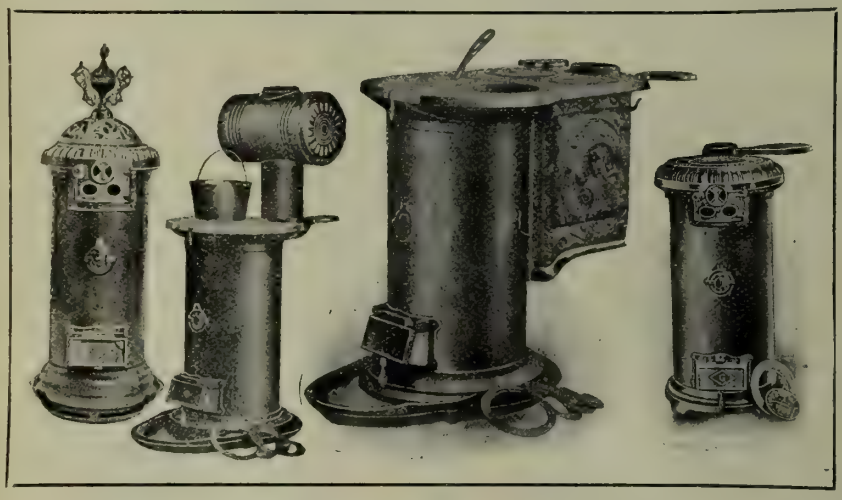
than any other on the market. The Empire King will give the highest satisfaction whether hard or soft coal, coke or wood is used, thus appealing to a broad class of customers. The Empire King is low-built. It can be set up in low cellars without cutting away any joists. It has few parts and few joints, thus being simple and easy to set up, and staying right after it is set up. The Empire King embraces every vital, up-to-date furnace improvement, and has the special feature of cast iron fire guards. These are fitted around the interior of the radiator at the bottom, and prevent the burning out of the steel.

SEND FOR CATALOGUE

Canadian Heating and Ventilating Co., Limited

OWEN SOUND - ONTARIO

Selling Agents: Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.



Tortoise

Heating and Cooking STOVES

Slow But Sure Combustion

No Grate to Burn Out.

Lined With Fire Brick Throughout.

Pot Hole With Reducing Ring Cover.

The most complete line of Tortoise Stoves on the market. More than 15 different styles and sizes.

SEND FOR FURTHER PARTICULARS NOW.

The JAMES SMART MFG. CO., Limited

WINNIPEG, MAN. BROCKVILLE, ONT.

"Velox" Hockey Skates

Hockey is the most progressive game on earth. That's why the "VELOX" was designed to meet the requirements of the game. The "VELOX" is the very latest thing in hockey skates.

Starr Manufacturing Co., Limited

DARTMOUTH, N.S. Branch: TORONTO, ONT.

Why they're the Best

The hockeyists want the "VELOX" skate—that's why you can sell it. The great hockey experts demanded the "VELOX." We placed it on the market and its sale even from the start was a phenomenal success. Write us.

Starr Manufacturing Co., Limited

DARTMOUTH, N.S. Branch: TORONTO, ONT.

Davidson's "Premier Royal"

The very embodiment of a Perfect Cooking Range

Combines attractiveness with many up to date features : :

Duplex Grate
Detachable Guard Rails
Large Ventilated Oven
Extra Large Fire Box
Heat Indicator
Simmering Cover
Smooth Castings

Made in three sizes and seven styles.

Show a "Premier Royal" to your customers

and you will have no need to talk all day to make a sale

Cut illustrates Style F with steel high closet.

WRITE FOR DESCRIPTIVE CATALOGUE

The Thos. Davidson Manufacturing Co., Limited

Montreal and Winnipeg

Become one of the Family

Yes, and enjoy prosperity to the full.

The McClary Stove Agency is made highly desirable because of these **six reasons !**

These four bring McClary stoves to your store O.K.

1st. We're the biggest Stove people in the British Empire.
2nd. We've had a most lengthy and successful experience making stoves.
3rd. We have exclusive patterns and methods, assuring "always-right" results.
4th. We have the necessary staff and facilities to make us excel as shippers.

This one takes McClary Stoves to your Customers O.K.

5th. We conduct the largest newspaper advertising campaign, in dealers' interests, in Canada.

This one produces satisfaction for the trio—yourself, your customers and us.

6th. We make our stoves conscientiously.

If you think there is an untaken opportunity in your town to do the Tenth Part of Stove Selling after we do the Nine Parts for you—firstly, by bringing all the McClary Fame into your territory through window, fence, and store signs, bulletins, etc., secondly, by promulgating this fame, as worked into McClary Stoves, by the biggest newspaper campaign; thirdly, by co-operating with you to re-enforce our newspaper advertising by using electros and type copy supplied, with our instructions, free; fourthly, by the assistance rendered through a programme of varied artistic, and forceful advertising matter; fifthly, by an extensive follow-up system on your prospects—then just show us your right arm is ready for Anne Agency.

☞Opportunities sometimes come twice, but the profits made on the first opportunity never come to the "second" taker.

McClary's

London Toronto Montreal Winnipeg
Vancouver St. John, N.B. Hamilton Calgary

Gurney-Oxford

Hard Sense Talks to Live Dealers

YOU will find it—perhaps you have found it —harder and harder to sell a woman a range on the strength of forty-six pounds or so of needless and tawdry nickel-plate. The housewife of 1908 is pretty well educated up to the point where you have to SHOW her good reasons WHY one range is better than another; and she wants more than gew-gaws when she spends good money for a kitchen help. You CAN show her with this beautiful range—it has the looks and it has the merits, too. You will sell it easier and the purchaser will come back to buy of you again — but never to complain. You can build your reputation with

THE IMPERIAL OXFORD

"The Range It Takes Less Time To Sell More Of"

ARTISTIC

No prettier range ever stood on a floor—its artistic excellence of design is clear to any eye. Yet it is easiest to keep clean—not a bit of needless ornament, no dust traps. The nickel rails can be readily removed when desired. The whole look of the range impresses the buyer with its class—it shows its quality at a glance.

CONVENIENT

Every detail of the Imperial Oxford makes for convenience in operating it, banishes bother, really helps the cook. The lift-up hearth, for instance, lets you take out the extra deep ash pan without making any muss at all—so different from other ranges. The oval firebox, with its removable linings — perfect combustion assured, no dead corners to the fire, and so handy to deal with in every way. The new Imperial grate—but get the catalogue and see for yourself. It is THE convenient range, indeed.

PRACTICAL

The oven is perfectly square and very roomy. Its heat distribution is absolutely even, ALWAYS—compelled to be so by a centre flue-strip which distributes the heat evenly to each pot-hole and to the entire surface of the oven-plates. It bakes so much better than other ranges—half the heat has to travel round the front of the range, and thus the front of the oven is equally hot with the back, the top with the bottom. You can DEMONSTRATE this most vital fact to the buyer's complete satisfaction.

We would count it a favor if you asked for catalogue. It is worth your while.

The Gurney Foundry Co., Limited, Toronto

Stocks carried at **Montreal, Hamilton, London, Winnipeg, Calgary, Edmonton, Vancouver**

LOW FREIGHT RATES AND QUICK SHIPMENT ASSURED.

GURNEY-OXFORD

One of the Reasons for Satisfaction

Every Standard Heater has a full metal lining passing ENTIRELY around the fuel chamber. This insures proper distribution of air to the burning carbon as well as an even distribution of the heated air. The fire never goes out till the user is ready to put it out and the maximum heat is drawn from the burning fuel.

STANDARD HEATERS

are not only made right but also look right. That's half the battle in selling anything.

ASK FOR 1908 PRICES

Ask about the new package for

STANDARD CARBON

The best carriage heater fuel on earth. Made right. Packed right. Get ready for cold weather now.

The Standard Stamping Co.
Marysville, Ohio - - U. S. A.

Phantom Picture, showing the new Carbon Package—every cake in a compartment by itself.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

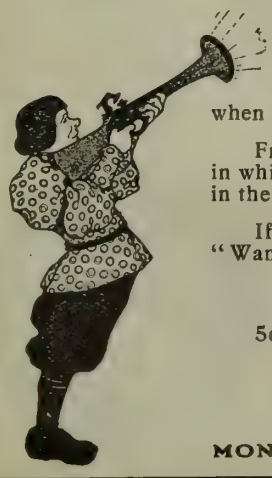
Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

Distributing Agents: **KENNEDY HARDWARE CO., Ltd.,** 51 Colborne St., Toronto



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in your proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,

MONTREAL TORONTO WINNIPEG

The Chill of Fall Suggests a Furnace

Buyers will be asking you about the Record Furnace and Heating System.
Why? Because of our System of Advertising, which helps the Dealer. That means you.
When the arguments are all in and the deal is closed, one fact stands out in bold relief—

The Record Furnace is backed by a guarantee

If the "Other Kind" did that, it would be just as easy to sell them.

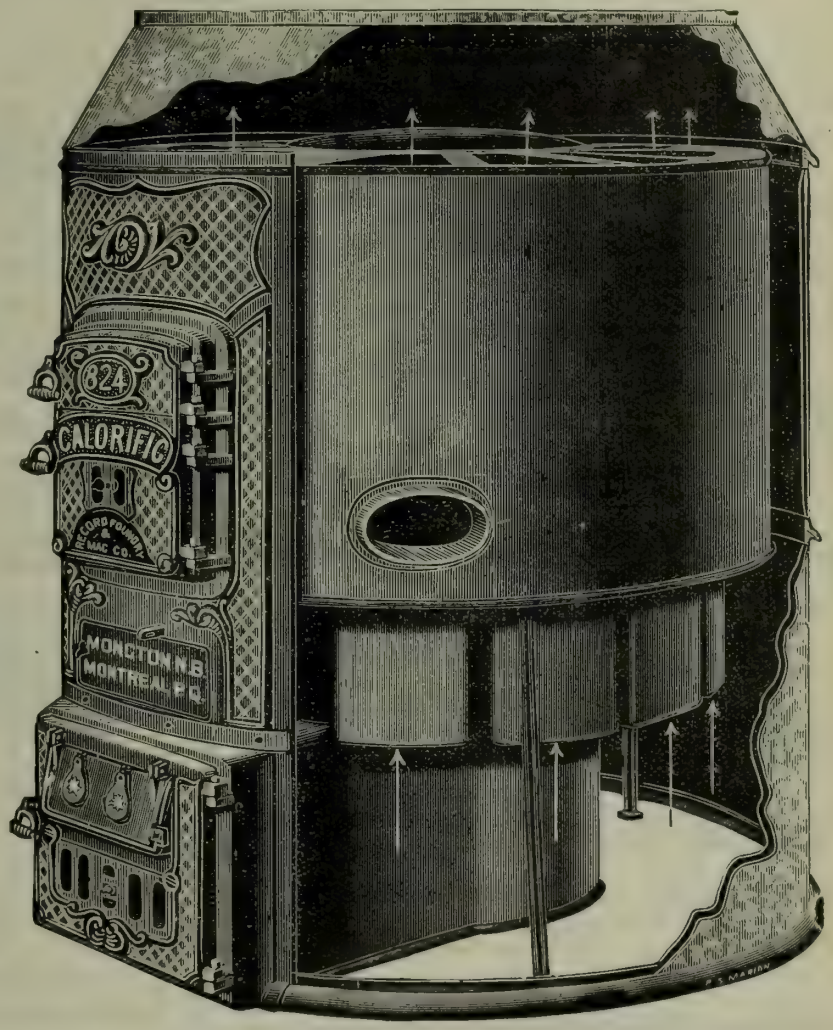
We do not need to reduce our selling price.

We do not need to resort to any subterfuge but honest value.

Trouble and expense are two of the cardinal points of furnace life, and ninety per cent. of your probable buyers will say "Does this furnace give trouble?"

A child could run the Record Furnace. That's what makes it such a favorite with families.

Public buildings and all large business institutions find they are safe with our system.



You see the advantage of the Record System is that you make your customer your firm friend and you establish the heating department of your business on a plane that ultimately cheap competition cannot reach.

INFORMATION FREE ON REQUEST.

The Record Foundry & Machine Co.
LIMITED

Montreal and Moncton

Sales Agencies at Winnipeg, Toronto, Calgary, Vancouver St. John's, Newfld.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

DRY GOODS REVIEW
10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

Less than 4c. a week

There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

Annual Subscription $2.00

THE CANADIAN GROCER

MONTREAL TORONTO

Do You Want More Light

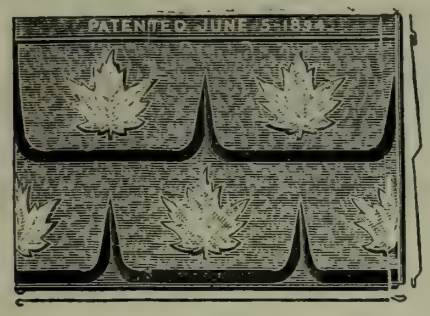
On the question of how to increase your trade or satisfy the customers you already have? There's no more profitable line of goods to handle now or at any time than a first class assortment of artistic and up-to-date lighting fixtures—The kind that will please your customers and make them proud to have such fixtures in their homes. There's money in it for you; not only on account of the customer-pleasing quality of our goods but because our low quotations ensu e quick turnovers.

LET US SEND YOU OUR LIST.

The Barton Netting Company, Limited
38 Ouelette Ave., Windsor, Ontario

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.

"Safe Lock" Galvanized Steel Shingles



There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market ard is still the best. Get your prospects in line and then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal. "We work with the trade."

The Metal Shingle and Siding Company, Limited

HEAD OFFICE and WORKS: PRESTON, ONT. BRANCH OFFICE and WORKS: MONTREAL

GENERAL SALES AGENTS

St. John, N.B.	Quebec	Toronto
Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
Winnipeg	**Calgary**	**Vancouver**
Clare & Brockest	Ellis & Grogan	Wm. N. O'Neil & Co.

Stable Brooms

are becoming more generally used and every hardware merchant should stock them. In doing so, be sure to see that you get the best. Our

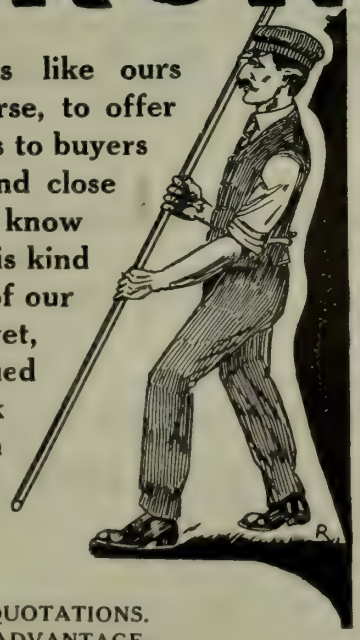
Patent Steel-Fastened Stable Broom

is recognized as the only article that will stand in all kinds of rough work.

We have them made of four different materials, and at prices which defy competition. Send us a trial order.

Stevens - Hepner Company
LIMITED
PORT ELGIN, ONT.

BAR IRON



AN immense business like ours enables us, of course, to offer unusual advantages to buyers in the way of quality and close prices. If you want to know how an opportunity of this kind is appreciated, ask any of our customers. Or, better yet, perhaps, their continued trade with us would speak more convincingly than anything they could tell you.

LET US SEND YOU SOME QUOTATIONS. THEY WILL BE TO YOUR ADVANTAGE.

LONDON ROLLING MILL CO., LIMITED
LONDON — CANADA

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.
or to
Canada Iron Furnace Co., Limited
MIDLAND, ONT.

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

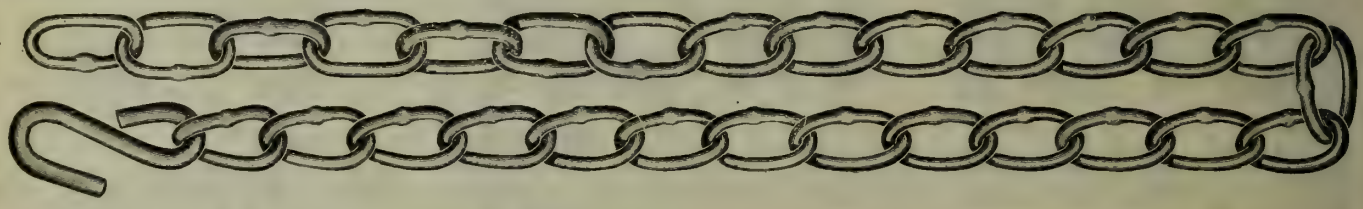
Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

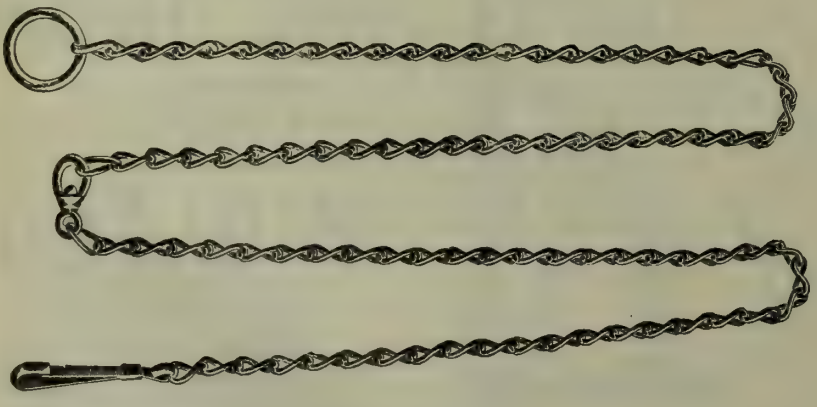
THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.





You might just as well mention on your order to the jobber: "Be sure and send Electric Welded Chain for our Traces, Cow Ties and Tie Outs."

They cost no more and give the best results.

McKinnon Chain Works ST. CATHARINES ONT.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

The Best Seller—Because It's Made the Best

More "Favorite" Churns are sold in Canada than any other – and for very good reasons.

The "Favorite" Churn

is light, but solid - wonderfully easy to run, yet exceptionally durable—a churn that users like and recommend, and for which dealers find a strong, steady demand.

If you are not now selling the "Favorite" write for booklet and prices to dealers.

DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

H&R SINGLE GUNS

Enjoy the confidence of the public — your customers

When a man comes into your store to buy a gun he is on friendly terms with an H. & R. That is because of our persistent advertising.

Then when he takes an H. & R. Gun in his hands—examines it, discovers its simplicity, perfect balance, finish and all - round superiority compared with higher priced guns, the sale is made.

Very little effort is required on your part, but in order to enjoy a liberal profit and a growing patronage you must carry H. & R. Guns.

Our catalog tells about our full line and gives valuable selling points. We are now offering our new three-piece gun which we call MODEL THREE-PIECE 1908 Built on the same lines as our famous Model 1900, this new gun is taken down in the same manner as a double gun—by pulling off the snap fore-end and unhooking the barrel from the frame.

MODEL THREE-PIECE 1908 will be made in 12, 16, 20 and 28 gauge. We shall continue to manufacture and supply our popular Model 1900, with patented hinge pin, and our unequalled small framegun. Model 1905.

WRITE US TO-DAY

HARRINGTON & RICHARDSON BROS. CO.

515 Park Avenue, - Worcester, Mass.

DISSTON SAWS

In the **DISSTON BRAND** of **SAWS** you have the advantages obtained by the use of highest quality crucible steel specially made in the Disston Steel Works, approved designs, most skilled workmanship—All backed by an experience of over **SIXTY-EIGHT YEARS** in saw making—A combination not equalled and which speaks for the utility of the saws.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

Canada Screw Company

Goods are the Standard by which others are judged.

AWAY BACK IN THE SIXTIES WE COMMENCED OUR UPWARD CLIMB. EVER SINCE, WE'VE BEEN THE LEADING CANADIAN MANUFACTURERS OF

Bright Wire Goods

COPPER AND TINNED WIRE IN COILS OR LENGTHS; WOOD SCREWS; TACKS, WIRE NAILS; IRON, BRASS AND COPPER RIVETS AND BURRS; MACHINE SCREWS; STAPLES; CORRUGATED FASTENERS; STOVE, SINK AND SLEIGH SHOE BOLTS, ETC.

Canada Screw Co., Limited

Toronto **Hamilton** **Montreal**

Chafing Dishes

will be in big demand now that the cold weather is arriving. Prepare for the season's trade by stocking with the profitable "Buffalo" line. They will be wanted by your discriminating customers.

SEND FOR ILLUSTRATED CATALOGUE

BUFFALO MFG. CO.
BUFFALO. N.Y.

Canadian Representative: H. F. McIntosh & Co.,
51 Yonge St., Toronto

ADVERTISEMENTS WE LIKE TO LOSE

Most firms dislike losing business. It usually means the customer is dissatisfied and that is a serious matter. We have just received a letter, however, which is an

EXCEPTION TO THE RULE

R. H. Tetlock, of Unionville, Ont., sent us the following advertisement :

> FIRST-CLASS set of tinners' tools complete with benches, cheap if sold at once. For particulars write Box 54, Unionville

He instructed us to insert it four times. After three insertions he wrote us as follows, under date of Feb. 4, 1908 :

> "Please discontinue my ad., 'Tinsmiths' Too's for Sa'e,' as I have sold satisfactorily, through the assistance of your valuable paper."

The advertisement cost 80 cents for the three insertions.

Surely it was a good investment.

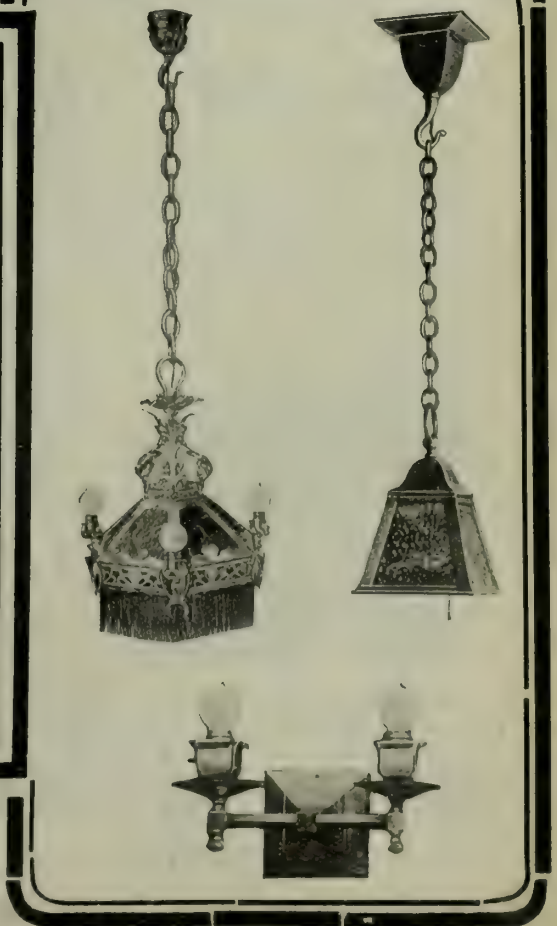
Hardware and Metal
Montreal Toronto Winnipeg

We Design and Manufacture a complete line of

ELECTRIC FIXTURES

If interested in these Goods, send us your enquiries.

If your client visits the city, have him call and inspect our samples. We protect your interests.



The James Morrison Brass Mfg. Co., Limited

Adelaide Street West, TORONTO

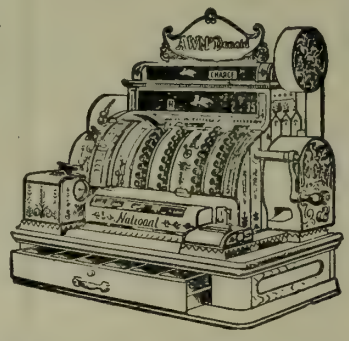
McDougall Pumps

are standard Pumps, this is now well known from Sea to Sea, and if any improvements come up we immediately embody same. Our printers are busy with Catalogue No. 16, please let us have your name for a copy.

The R. McDOUGALL CO.
Galt, Canada LIMITED

Do They Pay?

Ask the Man Who Has One!



National Cash Register Co.,
Cor. Yonge & Wilton Ave., TORONTO, Ont.
F. E. Mutton, Canadian Manager

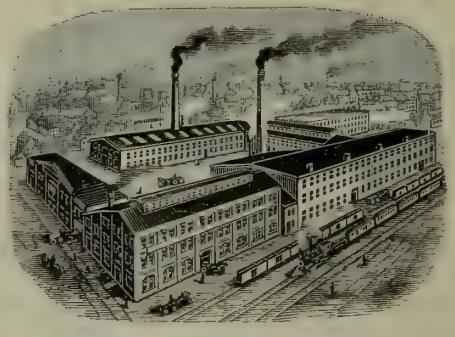
If you are requiring

GLASS

of any description for building purposes write our nearest warehouse as we carry very large and complete stocks of all kinds of glass. Obtain our prices they will interest you. Always pleased to quote.

Winnipeg Factory and Warehouse
Princess St. and C.P.R., WINNIPEG.

GLASS



HEAD OFFICE LONDON, ONT.

Prompt shipment of mail orders a specialty. All mail orders for GLASS other than manufactured shipped same day as received.

Toronto Factory and Warehouse
468-472 King St. West, TORONTO

We manufacture a complete line of bevelled plate, mirrors and LEADED ART GLASS at our Three Factories, LONDON, TORONTO and WINNIPEG. Our experience gained in more than a quarter of a century is always at your service and is a guarantee of quality and price value.

THE HOBBS MANUFACTURING CO. Ltd.,
TORONTO LONDON WINNIPEG

UNITED STATES STEEL PRODUCTS EXPORT CO.
MONTREAL, QUEBEC.

EXPORTERS OF THE PRODUCTS OF

CARNEGIE STEEL CO.
LORAIN STEEL CO.
AMERICAN BRIDGE CO.
ILLINOIS STEEL CO.
NATIONAL TUBE CO.
WESTERN TUBE CO.

AMERICAN STEEL & WIRE CO.
TENNESSEE COAL & IRON CO.

STEEL PRODUCTS OF EVERY DESCRIPTION.

ESTABLISHED 1840

Root Baskets

Write for our illustrated price list of Baskets. Clothes baskets, market baskets, delivery baskets, baskets of all kinds.

H. W. Nelson & Co., Ltd.
Toronto

QUICK TURN OVER OF PROFITS

That's the secret of modern business success—goods that please, that bring back customers; goods that help keep the clerks busy—a continual jingle of coin on the counter.

DOMINION AMMUNITION

is a staple to Sportsmen. It is sold all over the world and its sales increase every year by enormous figures. This means we helped retailers to make money selling Dominion Cartridges and Dominion Shells.

Shall we co-operate with you ? Write to us.

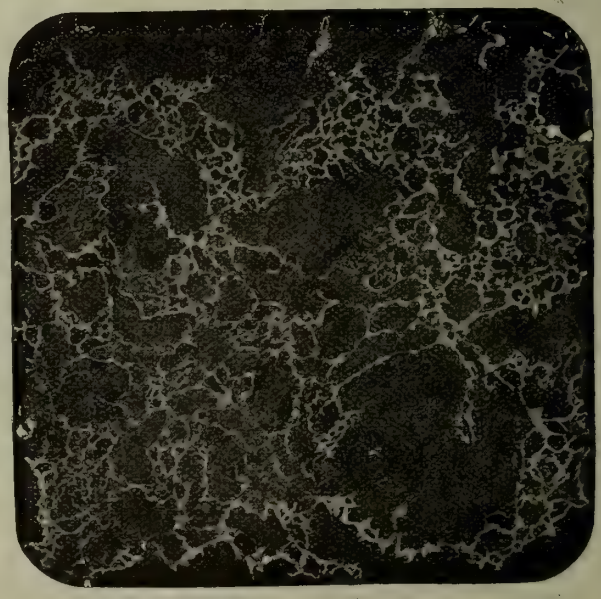
Dominion Cartridges (Sure fire.)	**Regal Shells** (Ballistite dense smokeless powder.)	**Sovereign Shells** (Empire bulk smokeless powder.)	**Crown Shells** (Best black powder.)

Dominion Cartridge Company, Limited, Montreal

KEMP'S STOVE BOARDS

ELITE—Lithographed, Assorted Colors.

ONYX—Assorted Colors.



Supplied in either Wood, or Paper Lined.

Manufactured in all Standard Sizes.

PRICES ON APPLICATION.

KEMP MANUFACTURING CO., Cor. Gerrard and River Sts., Toronto, Can.

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

RETAILERS TO MEET JOBBERS.

The tenth annual meeting of the Canadian Wholesale Hardware Association will be held on Thursday and Friday, October 15 and 16, at the offices of Jenkins & Hardy, Toronto Street, Toronto, and a dinner will be given by the President and officers at the King Edward Hotel on Thursday evening.

President J. R. Hambly, Barrie; Executive Member D. Cinnamon, Lindsay; John Caslor, Treasurer, and Weston Wrigley, Secretary, Toronto, will represent the Ontario Retail Hardware Association in a conference to be held with the jobbers during their meeting.

CHEAP PLATE GLASS INSURANCE.

"Believing that anything is good which saves expense to retail hardware men and association members, and knowing no reason why any town of 5,000 people, or more, cannot satisfactorily do the same thing," writes C. A. Peck, Secretary Wisconsin Retail Hardware Association, "I submit the plan of our Plate Glass Insurance Company (Berlin, Wis.), outlined by me at the recent Michigan State convention.

"Some fifteen years ago about twenty of our business men conceived the idea of carrying their own plate glass insurance and formed an association, elected a president, secretary and treasurer, with an advisory committee, and without incorporation proceeded to do business by making an assessment of one per cent on the list price of each member's plate glass front.

"Not knowing what would be necessary, we fixed upon this amount as being very easy to get at. This created a fund of about $120, and, without being incorporated, we issued a very short form of policy to each member, insuring his plate glass against breakage, except by fire. This fund lasted us about seven years when, the treasury being low, we made a similar assessment and of that last amount we now have approximately $50 on hand.

"The result is that my own front, which lists at $720 and consequently cost me $7.20 at each assessment has, at an expense of $14, protected me for fourteen years with sufficient cash in the treasury to possibly run a year or two longer, while the regular rate on my front would have been $8 a year had I taken a policy with a regularly incorporated plate glass insurance company.

Not being incorporated, we could not sue or be sued, so we therefore incorporated in our policy a clause specifying that the assured should sue for breaking glass, at our request and expense, but so far all of the losses that have been sustained were caused by parties who were irresponsible and no suit has thus seemed expedient.

"The only by-laws and constitution we have are summed up in about the words, "Behave or quit." We have had applications from outside towns and States for insurance but, not being incorporated and being wholly satisfied with the saving we have made, all such applications have been declined.

"The secretary gets $1 for each policy which is the only salary paid to any official. The writer was elected president at its formation and so far has borne the honor without becoming round shouldered.

"I might add that two of the losses sustained were by the writer himself, whose clerks either backed through the glass or broke it in decorating a display window."

B. C. ASSOCIATION'S PAST PRESIDENT.

L. B. Lusby, last year's President of the British Columbia Retail Hardware Association, was born in Amherst, Nova Scotia, and moving to New Westminster, British Columbia, in 1890, was engaged as accountant by W. J. Walker, also was with the Victoria Canning Co. for one season in a Fraser River cannery, and returning to Nova Scotia in 1894 he was with Rhodes, Curry & Co., car builders, as their head bookkeeper for four years, when he again went west in 1898, entering the employ of R. F. Anderson & Co. in the same capacity until 1903, when he entered into partnership with Mr. Anderson, and since 1905 this business—the oldest established hardware firm in New Westminster—has been known as Anderson & Lusby, under Mr. Lusby's management, in which time the business has made rapid strides.

L. B. Lusby, of Anderson & Lusby, New Westminster, Retiring President of British Columbia Hardware Dealers' Association.

Mr. Lusby has taken an active part in the British Columbia Retail Hardware Association, was President for the year 1906 and 1907, and is at present a member of the Executive. He is also a member in the local militia, being actively connected with this organization during the past 10 years, and takes great interest in rifle shooting.

MANITOBA TO REORGANIZE.

The article entitled "Unfair Competition in Winnipeg," in Hardware and Metal of Sept. 26th, has created a lot of talk among hardwaremen, not only in Winnipeg, but throughout Manitoba generally, and it is expected that steps will be taken during the coming Winter to reorganize the Retail Hardware and Stove Dealers' Association as a provincial organization. The old association, it will be remembered, attempted to cover the three Prairie Provinces, and found the territory too large for one organization.

Inspired by the success of the Ontario Retail Hardware and Stove Dealers' Association, which is steadily gaining prestige in the trade, as well as by the progress of the association in British Columbia and the recent convention bringing the hardwaremen of Alberta together, the men in the trade in Manitoba should have no difficulty in forming an association covering their Province.

The benefits resulting from a trade association are not, as a rule, appreciated until, through neglect or other reasons, the organization is allowed to die. Then evils arise which were held in check by the retail association, and the advantages of organization are made manifest.

Retail hardwaremen in every part of Canada should be organized to deal with legislative as well as trade matters. The power of organization was shown two years ago when the Postmaster-General was forced to withdraw his proposed c.o.d. parcel post regulations in the face of a determined opposition aroused by Hardware and Metal and the Retail Hardware Associations. The proposed legislation would have made every post office in Canada an agency for the large mail order houses.

Rural mail delivery routes are now being established in all parts of Canada and the next move on the checkerboard will probably be the revival of the parcel post c.o.d. proposition. Retailers must be alert if they are to protect their interests, and the best way to be prepared is to be organized.

The steamer Kinmount sailed from Sydney to-day for Port Arthur, with 1,700 tons of steel rails for Mackenzie and Mann.

John Proctor, formerly hardware and iron merchant, who died in Scotland recently, left an estate estimated at $225,000. It is made up of $162,269 personality and $61,400 realty. The succession duties will amount to about $14,000.

"Men Who Sell Things"

Hints and Advice for the Benefit of the Retail Clerk and Salesman—The Secret of Success and Advancement—Sunshiny Methods are Invaluable Aid in Meeting all Classes of Customers—The Place of Enthusiasm in Retail Business.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

The Secret of Advancement.

The safest and surest way for the retail salesman to advance from a lowly position to a better one is by performing his daily work in a thoroughly satisfactory manner. His present surroundings may not be congenial, but all that can be changed if he will set his mind on something better and strive hard to reach it. Wishing will not do it. He must work and be patient.

Begin by being polite and obliging to every customer that visits your counter, whether you think there is a chance for a sale or not. Make it plain that it is not only no trouble for you to show goods, but a pleasure. Make your customers feel at home with you on the instant by an immediate willingness to serve them intelligently. Create desire by making tactful, helpful suggestions.

There is considerable difference between the salesman that attempts to force facts down the buyer's throat and the one that offers information in reasonable, smooth, and pleasing doses. Do not thrust your ideas upon your customers, but in an easy, natural and pleasing way attract their sympathy and secure their confidence. You will then experience little trouble in making sales, even where desire is totally lacking, as indicated on the surface.

Inspiring Confidence.

Get over the idea that where there is no desire there is no chance to make a sale, and that almost everyone entering a retail store has his mind fully made up on what he intends to purchase. Nothing could be farther from the real facts. The average shopper is glad to have suggestions when he knows they are honestly and intelligently given. But the whole matter rests on confidence. You can do nothing to aid a customer in making selections until you have first secured his good-will by that indefinable something in your manner that leads him to believe that you are to be trusted, and that you really wish to be of service to him.

It is important also that you do not fool yourself into believing that your employers are unmindful of your presence in their establishment, and that whether you are serving them ill or well makes no difference, because either way it escapes their notice.

That mistaken idea is at the foundation of many a clerk's failure. Depend upon it, your weekly sales are closely scanned, and your general deportment keenly observed. That you do not receive periodical lectures from your superiors, or that you are not discharged, as you might have expected, is not good evidence that you are not being watched. On the contrary, every move you make is mentally or otherwise recorded.

If you are a half-hearted, go-as-you-please salesman, the chances are that you would have been discharged long ago, but for the fact that your employers know from experience how hard it is to get capable, trustworthy salespeople, and that the best they can hope for is a fair average.

Above or Below the Average.

Where are you, Mr. Salesman? Above or below the average.?

It matters not so much to your employers to which class you belong, so long as the average remains good, but it is of the utmost importance to yourself. If you are below the average, the responsibility rests solely with you to get on the other side of the dead-line. That there is plenty of room goes without saying; it only remains for you to show your real worth, and the transfer will take place without your giving notice that you are ready to move up.

There are as many opportunities for advancement in the retail as in the wholesale branch of any business; but if the wholesale salesman conducted himself as thousands of retail salesmen are doing every day all over the land, he would last just about one trip, and that would end his career on the road.

Selling at Home and Abroad.

The traveling salesman goes out and digs up business, while his retail brother stays at home to receive it. In either case the chances for advancement are about even.

The average traveling salesman does not miss many towns without making sales of some sort; but hundreds of prospective buyers are turned away from retail stores every day without being properly waited upon, and this results in a serious loss of business to the house where indifferent salesmen are employed.

How many customers visit your counter or department every month and go away without buying anything, is a question for you to decide. One thing is certain to the man who is familiar with both branches of the trade, and that is that many sales are lost at retail in large establishments every day from lack of attention and proper selling ability, such as is absolutely necessary on the part of the traveling salesman.

If every retail salesman could take a trip on the road for a few weeks, he would return to his counter and increase his sales fifty per cent. the first month thereafter.

Hints for Clerks.

The best way for a retail salesman to decide on how to treat his customers is to pay an occasional visit to other retail houses for purchases, and to take particular notice of the treatment accorded him by the salesmen in each place, and the effect it has upon him. Then he should remember to put himself in the place of the salesman who made the best impression on him, whenever his customers come to buy.

When a prospective buyer approaches you, who has just been treated in a cold-blooded manner by an inefficient, neglected clerk in a competitor's store, and you greet him with a pleasant smile and obligingly show him everything he wants to see, and especially something that he will be much interested in, you will generally succeed in making a sale, and your new-found customer will go aawy feeling that he has done well to change his trade from the cold-blooded house.

Now, Mr. Retail Salesman, stop and give this matter some thought. Remember that while behind the counter in your employer's store, you take the place of your employer to every customer with whom you come in contact. Also remember that in other stores, and perhaps at other counters in the one in which you are employed, there are plenty of salesmen who are cold and "chesty" to their customers, and that if you can manage to be never out of sorts with any customer, you gain a signal advantage over your grouchy neighbors.

(To be continued).

THE "HOUSEHOLD WORD."

Most of us can think of quite a number of commercial names that are really "household words." There is only one thing which can raise an article of commerce into the household word class, and that is, Persistent Publicity. The man who travels for a firm whose name is a household word with its trade has an easy time of it compared to the representative of a less known concern. The traveler for an obscure firm is badly handicapped in the race for orders! As far as the trade is concerned there is no method of obtaining wide publicity at a moderate cost equal to advertising in the trade press. Persistent, progressive advertising in a trade paper which holds the full confidence of its readers is the best letter of introduction any firm can give to its travelers.

WHEAT SHIPMENTS.

There has been a strenuous endeavor to get the wheat past inspection at Winnipeg, and for some days there seemed to be delay in getting it forward from Winnipeg to Fort William, so much so in fact that our correspondent made a daylight trip to the terminal towns to see what was doing and to judge what the handling would be like when there was a still greater rush of cars coming forward. Along the line there was no evidence of delay or blockade at any point, as of the 400 wheat cars counted in the 420 miles, only 41 were stationary. All the others had engines attached and were on the move. This, of course, did not apply to Kenora, where there were a large number of cars without engines, and it was impossible to say in what direction they were going. There was no appearance of congestion, however. At Fort William the arrangements for handling the crop this year are almost complete. The new distributing yard at Westfort is in full commission. It has 13 tracks, each capable of holding 50 cars, and with a pony engine at work it is quite easy to distribute cars to the individual tracks of the various elevators at the rate of 50 cars an hour. It is a rule that this yard must be cleared of all grain cars arriving that day before 10.30 p.m. It keeps the inspectors busy checking up the cars with the Winnipeg sheets, in order to be ready for their turn on the poling track. Everything in the way of freight coming in from the west is handled through this yard, with the exception of cattle trains.

So far as the C.P.R. elevators are concerned there has been a material improvement in the arrangements for quick handling. A splendid new working house has been erected at elevator "D," the company's largest tank warehouse. This house is equipped with four tracks, where cars can be unloaded simultaneously and the building has an unloading and elevating capacity of 256,000 bushels every 10 hours, and will be in commission by October 1st. Many improvements and conveniences have been added to "B" and "C" and the old veteran "A" erected in 1884, has been retimbered throughout. All the company's elevators are now operated with power from the Kakabaka Falls, and the electrical machinery is of the latest design. In addition to the four monster elevators of the C.P.R., there is the Consolidated. This is the elevator furthest up the Kaministikwia river, and is near to the G.T.P. bridge. Then there is the 750,000-bushel elevator of the Ogilvie Milling Co., and the Empire, a splendidly equipped house just at the mouth of the Kaministikwia.

All day long the big wheat boats are ranged alongside one or other of these elevators and the wheat pours in. It is just four years this month since your correspondent visited the terminals, and the development in that time is enormous. The coal docks have been doubled and at present the coal is going out to build up western stocks at the rate of 100 cars per day, while on Friday and Saturday 16,000 tons of coal were unloaded. At Fort William this month all energies are concentrated on two things, the getting of package freight and coal and the getting out of wheat.

The town of Fort William is growing rapidly and new buildings of the most substantial character are going up in every direction.

Maritime Provinces Coming to the Front

New Brunswick Stove Manufacturer Points Out the Many Advantages Possessed by the Maritime Provinces for Manufacturing Industries.

Mr. W. S. Fisher, of Emerson & Fisher, St. John, and President of the Enterprise Foundry Company of Sackville, N.B., and his son, who is superintendent of the foundry, are spending a few weeks looking over the principal stove foundries in Canada and the U.S. with a view to equipping their new foundry, now under construction, as one of the most modern and efficient stove plants in Canada, and intend sparing no expense in making it thoroughly up to date.

The plan they are adopting is a series of one-storey buildings, substantially constructed of brick with concrete floors throughout. This plan is that which is being adopted by so many manufacturers during the past few years, and is one that minimizes labor to the fullest extent.

Mr. Fisher, when asked if they had considered the question of establishing their works further West, said that they had thought a good deal about this matter and after careful consideration had decided to rebuild on the old site. "I am a strong believer in the future of the Maritime Provinces as a manufacturing district," said Mr. Fisher. "For one thing, the great coal fields of Nova Scotia, which have only just begun to be developed, afford an ample supply of fuel, which, as time goes on, should be produced and sold at a lower price than at any other point in Canada. Again, the nearness to the iron-producing centres of Londonderry and the Sydneys offer an excellent prospect for a continuous and cheap supply of iron for all time to come."

As readers of Hardware and Metal are aware, the Drummonds of Montreal have purchased an immense iron area at Bathurst, New Brunswick, at which point they expect to develop one of the largest iron and steel industries in Canada. It is claimed that there are ten million tons of iron ore in sight at this point, and this development added to the iron industries already existing in the Maritime Provinces are a further reason why manufacturing can be carried on successfully in that section of the Dominion.

Another reason Mr. Fisher gave for preferring the Maritime Provinces is the fact that the climate there is such that men can work in comfort every day in the year, also that the labor available is of a most intelligent character. Lumber, which is an important factor in nearly all industrial enterprises is likewise much cheaper there than elsewhere in Canada.

Speaking of the supposed handicap that Eastern manufacturers are thought to be under in competing for the western trade, he said: "The facts are that freight rates on the long haul from Maritime Provinces points to those in the West, as compared with Ontario, are very little more, and the differences much more than offset by the savings in other directions."

Mr. Fisher showed Hardware and Metal a list of upwards of one hundred prominent manufacturers in the Maritime Provinces who are now doing an extensive business in manufactured goods with Quebec, Ontario and in the Northwest. At least 75 per cent. of this growth has taken place in the last ten years and is probably the best evidence that can be given to show that the opportunity for the development of manufactures in the Maritimes Provinces are beginning to be realized, and that, as time goes on, the attention of capitalists will be more and more attracted there owing to the many advantages afforded, of which this interview with Mr. Fisher gives merely a brief outline.

The Automobile as an Aid to Hardware Salesmanship.
Mr. Thos. Wright in his Automobile: an Experiment of H. S. Howland, Sons & Co., Toronto, in Looking After Their City Trade.

HARDWARE AND METAL

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SHOULD PUSH COLLECTIONS.

Now that the farmers have realized considerable on the magnificient crops they have harvested this year, it should be the aim of the live merchant to see that the cash secured goes to pay accounts due for supplies, rather than being deposited in the savings bank to earn interest for the farmer at the expense of the merchant.

The bank managers can be relied on to look after their interests by encouraging their farmer customers to turn their checques over to savings accounts rather than cashing them to pay liabilities incurred during the past year. That is the business of the bank manager, just as it should be the business of the merchant to gather in every cent due him and refuse credit to every customer who can pay but won't.

Too many farmers and workingmen run credit accounts with their local merchants while letting money lie to their credit in the savings banks. And, likewise, too many send cash for goods from the city mail order houses while running credit accounts at home. The best antidote for both of these evils is for the merchant to be a persistent collector and not to hesitate to talk plain when occasion demands, When a customer is refused credit he may become sore, but he is pretty certain to come back before long—especially when the cash dealer has some particularly good value to offer to cash buyers.

Many hardwaremen in Ontario have had excellent results from the "collection department" form letters, supplied to members by the Ontario Retail Hardware and Stove Dealers' Association. The initial cost is nominal and there are no commissions to come off collections made. In fact, many dealers by adding interest secure the collection service without any cost whatever and names of well-known dealers can be given who have collected as much as forty to fifty per cent. of the bad accounts due by delinquents to whom the collection letters were sent.

Whatever the plan used by merchants to collect overdue accounts, and there are many good ones, it is timely to use them to the limit as there is likely to be a few dull months during the winter. Business is undoubtedly recovering, but it will take some time for it to get back to its normal condition.

The wise merchant is he who takes advantage of a quiet season to overhaul his methods and adopt new plans upon which to erect a larger business structure on more solid foundations than ever before.

EXPERIENCED MEN REQUIRED.

By the recent death of Customs Appraiser Westman, of Toronto, an important post is opened in the filling of which the qualification of experience is essential.

Some years ago a similar vacancy occurred in a Canadian port and the Government of the day appointed a man who knew nothing of the hardware trade, a man who said it was "easy to value nails and screws." Hardware and Metal, however, pointed out that it was necessary to have a man in the position who was posted on the intricacy of the many lines of metal manufactures, one who by his experience would facilitate the work of the department, rather than cause troublesome delays and annoyances to importers. The appointment was cancelled and an experienced hardwareman appointed.

Toronto is steadily growing in importance as a port of entry and the customs house staff should be maintained as a corps of experts, the chief qualification required in each appointee being experience in the department of work in which the vacancy occurs. Let the appointee be a man known as a hardwareman, rather than as a politician.

ENCLOSURES IN SHIPMENTS.

One of the most annoying features of jobbing to-day is the frequency with which retail customers request jobbers to enclose parcels from other houses in shipments being made, Jobbers, as a rule, are pleased to help customers save on freight and cartage by making up shipments to regulation weight, but there are occasions, more frequent than most retailers imagine, when the practice is abused.

An instance of this occurred not long ago in a Canadian jobbing centre. A dry goods house telephoned the shipper of a hardware warehouse asking if a shipment was being made to a certain retailer. The shipper replied that no order had yet been received for shipment. Three or four days later an order came through and in the usual course was made up and shipped. A day later the dry goods house rang up again and asked if a shipment was being made to the customer. They were told a shipment had been made a day previous. A hot letter then came from the sales manager of the dry goods house to the hardware firm. The latter, of course, replied that they could not accept responsibility for the shipments of goods not in their warehouse.

Another case is that of a certain retailer who uses his hardware jobbing house as a forwarding warehouse, ordering about half a car of goods from numerous concerns and having them all delivered at the hardware establishment for shipment, the jobber being given an order for a keg of nails to be sent with the other enclosures.

These may be extreme cases, but they go to show the trouble the jobber is frequently put to in order to oblige customers. The jobber is forced to maintain a larger shipping staff and shipping room, in order to assemble and keep records of "enclosures," and too often he receives kicks instead of thanks for his trouble. And hardware houses, while occasionally sending their goods as enclosures in other shipments, seem to get a great many more "enclosures" than they give out.

The subject, too, has its bearing on the agitation against cartage charges and sometimes the most active objectors to cartage charges are found to be the ones who give the jobbers the most trouble with enclosures.

ABOUT SORTING BUSINESS.

The best sorting business in years is ahead of Canadian wholesalers. This is admitted by those who are in touch even in a remote degree with the conditions which prevail.

The reason, obviously, is that retailers have bought lightly for Fall; placing orders have been unprecedentedly small, merchants apparently preferring to depend pretty largely on their ability to obtain goods in the Fall, when they actually need them.

To facilitate business under these new conditions wholesalers will have to carry heavier stocks for sorting than they have ever been obliged to do

before. They, too, however, have bought light, and pretty much in proportion to the volume of placing orders.

The retailer, therefore, who anticipates his wants early and uses the wholesalers' stocks to supply his needs early in the season, stands the best chance.

Business will be better. It's up to the retail merchant to place himself in a position to profit most largely by this improvement.

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Oct. 5.—At the close of the first month of the crop year of 1908 there has passed inspection at Winnipeg 10,339,350 bushels of wheat, or a little over one-tenth of the estimated crop. This is a new high record in grain movement and is marvellous in view of the fact that the C.P.R., the road having the greatest mileage in the wheat belts, was hampered by a strike, that is now two months old. The total number of cars of all grains carried was 11,018. This was against 7,085 in the September of 1906, and 6,283 in the September of 1905. Comparison is not made with 1907, because harvest was too late last year for anything of a record to have been made at crop movement in September. In 1906 and 1905, however, harvest began rather earlier than this year, there having been cutting as early as August 8 in 1905. In spite of this heavy movement there is a constant complaint of car shortage. This is mainly due to the fact that so many farmers have been able to thresh early this year, September having a practically unbroken record for fine weather, and the rush of wheat to market has been beyond all precedent and very naturally the railways were not in a position to handle it. In addition to this the C.P.R. had 42 engines and a large number of cars tied up on construction of the double track from Winnipeg to Fort William. The company wisely refused to take the trains off until the 250 miles from Winnipeg eastward was complete and ready for use, feeling that what time was lost in crop movement before October 5th would be more than made up after that date. Your correspondent has it officially that the bulk of the work trains will be released for grain movement to-day, though the public announcement in the Winnipeg papers will not be made for some days yet. When these engines and cars are put on the western wheat things will go with a rush, and the railway being able to use the 250 miles of double track without a break and the balance of the 420 with the exception of a break of nine miles where some heavy filling-in is required, will not only get their cars to lake terminals more readily, but will be able to return them to the wheat belts much more quickly.

Though so large a volume of wheat has already been moved, it is too early to talk about the improvement on the financial situation. A large amount of the grain sent forward has not yet been finally disposed of and though, no doubt, the farmers have received a percentage, they have not received all that that amount of wheat represents in money. In another week or ten days there should be good accounts from the wholesale houses.

The wheat market has continued somewhat of a mystery to dealers, owing to what would seem abnormal strength in the light of the indifference of British buyers and the fact that during the past week they have shown more disposition to place orders for January and February deliveries of Argentine wheat than to purchase Manitoba. At the same time any additional strength in Manitoba (and the market was a strong one all week) seems to be reflected in Liverpool. With the rapid increase of receipts that may be looked for this coming week, the world's visible climbing up and the world's shipments increasing rapidly, a break would seem in order, but though the market occasionally breaks a little, it quickly goes back again because every break brings out not speculators, but buyers of actual wheat.

The cattle trade shows few changes during the past few weeks. There has been a complaint of shortage of cars for cattle also, and it is claimed that there are still 20,000 head to come out this fall. If this is correct the year 1908 will be a banner one in export cattle, as already more have been shipped than for the whole season of 1907. Prices have been low, owing to the drop in the British market, but as there is some slight improvement there, prices here may stiffen a little. It is expected that cattle, as well as wheat, will move more quickly this coming week.—H.

TORONTO JOBBERS EXPANDING.

Another jobbing house is planning to go after the trade of Toronto retail hardwaremen, besides enlarging their sphere of activities throughout the Province.

The Kennedy Hardware Co., Toronto, who have been building up a nice trade in Ontario, and who a year or so ago enlarged their premises, have been joined by Mr. T. S. Hobbs and others, and preparations are now being made to enlarge the business by taking in two adjoining warerooms, adding about $100,000 more stock and supplementing the traveling staff by several additions, one of which will be one of the best-known hardware salesmen in Ontario, who will personally look after the firm's business in the city.

The changes outlined are in line with the steady growth and conservative development of the Kennedy Hardware Company, and should place the company in a much stronger position.

SALVAGE SALE NEXT WEEK.

The salvage sale of the stock of Rice Lewis & Son, Toronto, announced a week ago, will open on Wednesday, October 14, at the temporary premises, 9 and 11 Wellington Street East, Toronto. The travelers will remain in town next week to help customers select the goods they want, all articles being marked at net prices.

BRUSH FACTORY SOLD.

The Stevens-Hepner Company, brush and broom manufacturers, Port Elgin, Ont., have bought the plant, patents and goodwill of the Dominion Brush & Mirror Co., of West Toronto, and will move the plant to Port Elgin about October 15. This is understood to be the only plant in Canada for the manufacture of fine hair and clothes brushes, and the machinery and process of manufacture are covered by valuable patents. The Dominion Brush & Mirror Co. have been employing about 20 men, and most of this staff will be taken to Port Elgin.

A JOBBING HOUSE ADVENTURE.

A new plate glass is being installed in the front door of the H. S. Howland, Sons & Co., warehouse at Toronto.

On Tuesday a herd of sheep were being driven along Front Street, and, when opposite the Union Station, one old ram, unused to city ways, was attracted by the mirror-like window at the entrance to the Howland warehouse and decided to "butt in." Making a clean break through the window, and not encountering its likeness discerned in the glass, the ram ascended the stairs and made a personal call on Mr. Peleg Howland in the president's office. That gentleman was somewhat disturbed by the suddenness of the visit, but managed to escape a personal encounter and recovered in time to see the visitor make his exit and make for the offices of Messrs. Gunn, Dexter & Cameron, where some attractive stenographers claimed his attention. Mr. Howland was too busy laughing at the escapade to do much in the way of rounding up his ramship, but some of the younger members of the staff came to the rescue of the young ladies and managed to escort the visitor to the door without any serious casualities.

Mr. Howland, while greatly amused at the attempt of the ram to get some "hard wear" before visiting the slaughter house, will probably prefer to confine his experience in future to the kind of "billies" that bring in business—the automobiles manned by salesmen who know how to enter front doors without smashing the plate glass.

Coal Sold on New Basis

Quality Instead of Quantity to Be the Basis of Future Sales of Pittsburg Coal—Heat Units to Be the Test of Value.

Marketing of Pittsburg coal will be revolutionized when plans now being perfected are carried into operation. Instead of basing the price on weight it will be based on the actual heat units the coal will produce. By this system it is believed it will take precedence over the coal of Ohio, Indiana and Illinois, and will command the price its excellence deserves.

The change is based on chemical analysis with the British thermal heat unit as the basis. It is a well determined fact that there is no guaranty for coal other than that determined by the heat units it will produce. A ton of 2,000 pounds may contain so much foreign matter that its usefulness for heat production is materially decreased when compared with a ton whose heat units are far above it. Different cars of coal from the same mine may vary in efficiency as a producer of heat, but as a general proposition the coal from a given mine may be depended upon to make practically the same showing.

This, however, is not true of different fields. The coal which lies between the Youghiogheny and Monongahela Rivers is regarded as the best coal in the Pittsburg district, while that extending to the west of Pittsburg does not have the same heat producing qualities.

Analysis of river coal, as it is known, by the Carnegie Tech shows 14,000 to 14,700 British thermal units, which gives it a commanding place in the market when contracts are based on actual value rather than upon the general knowledge that Pittsburg coal is good coal. There have been mines in the district mentioned where the British thermal units show 15,000, but this is not general, and, therefore, is not taken as a basis.

Use 13,000 as a Base.

For the sake of convenience Pittsburg operators are using 13,000 as a base and figure up or down from that, because at that point the value of coal is $2 when coal is selling at $2. This is also the grade of coal underlying Greene County, and when the new system of marketing the product of the mines to be opened in that section is inaugurated its value will be greatly enhanced, because of the premium it will have in the market over other competing coals.

As the coal measures of this section are traced westward the thermal units decrease steadily, although under the present system of marketing the product coals of Ohio, Indiana and Illinois are selling on almost the same basis as Pittsburg coal. Against the 13,000 and more thermal units of the river coal country Ohio districts show no more than from 11,500 to 12,500, practically taking away competition from those consuming interests which desire quality and do not care to pay freight on such waste matter as these coals contain.

Indiana is even worse, with a range of 12,139 to 11,061, while Illinois shows a range of 12,000 to 9,000 units. Yet these coals are selling in the market for practically the same price as Pittsburg river coal, when they should, under the graded system, bring from 40 to 50 cents a ton less.

It is the purpose of the local operators to follow the new order of things so they may receive the real value for what they market.

The Federal Government has been using the graded system for some time, and several local corporations have recently placed it in operation. They want only such coal as will give them the desired heat units.

Under the old order, and in many instances under the existing order, superior coal is brought into competition with inferior coal. The buyer looks to the advantage to be gained by length of haul from the mines to the point of consumption, not considering that if the coal is not equal to or above the standard of 13,000 British thermal units he is paying for ash and moisture which do not enter into the making of steam. In this way Pittsburg operators have not only been deprived of trade, but they have been compelled to accept contracts at prices which they knew were below the value of their coal.

Railroads Adopt System.

In this connection it is stated that some of the more progressive railroads, particularly those operating throughout the West, have come to Pittsburg for coal because they are unwilling to use coal of low standard, such as that found beyond the Mississippi. Anthracite coal is listed as the highest in quality because of its heat-producing qualities, but anthracite sells so far above bituminous coal that the best grade of the latter is more economical for railroad use.

The government is very careful to have its coal of high standard and tests each carload by the number of British thermal units it contains. If the coal falls below the standard set it is rejected, there being no qualification by which it can be taken at a lower price. This is particularly true of coal used in the navy and for the Panama Canal, as the government will not carry a lot of foreign matter which will not produce heat.

The Treasury Department has been purchasing coal on a heat value basis for several years with the most satisfactory results ever obtained. Other instances can be cited where heavy consumers buy coal by tested quality rather than by the ton, and are willing to pay for anything over the standard.

The movement for the introduction of this system in the Pittsburg district is now well under way, and operators predict that it will not be long until they are receiving a higher price for their coal.

THE IDEAL DUSTER.

Tarbox Bros., 274 Dundas Street, Toronto, are introducing on the Canadian market a salable article known as the Ideal Duster, a scientifically constructed device that can be used in many ways to eliminate dust and keep every part of the room clean. As will be seen by the engraving the duster is attached to a long handle in two five-foot sections, the duster itself having a hand shape which makes it do the work effectively instead of raising a cloud to be re-deposited when the air settles. For cleaning windows, dusting ceilings, pictures and other high objects, or for use as a

The Ideal Duster.

floor mop, the "Ideal" is an article bound to appeal to housekeepers. Prices and descriptive circulars can be had on application.

VARNISH FOR GUN BARRELS.

A good varnish for browned gun barrels is made by dissolving 10 parts clear grains of mastic, five parts camphor, 15 grains sandarac, and five parts elemi, in a sufficient quantity ofalcohol and apply the varnish without heat. The gun treated will not only be preserved from rust, but its metallic lustre will not be dimmed by exposure to dampness.

TO REMOVE OLD BROWNING.

To remove old browning from the barrels of guns, plug the vent and muzzle of the barrels; immerse the browned parts, for about one hour, in hot lime water, or strong lye, to remove the varnish or grease; wipe them and put them in vinegar for about an hour, when the browning may be easily wiped off with a rag.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 60.)

MARKETS IN BRIEF.

Montreal.

Tin—Much firmer.
Copper—Shading in price.
Lead—Strengthening.
Spelter—Unchanged.
Pig Iron—Same quotations.

Toronto.

Galvanized Iron—Scarce.
Spelter—Big demand.
Copper—Improving.
Lead—Firmer.
Tin—Firm.
Linseed Oil—Unchanged.
Turpentine—No change.

MONTREAL HARDWARE MARKETS

Montreal, Oct. 9.—The brighter tone noticed the last two or three weeks has been maintained, and a good volume of business is going through. All lines have received stimulation, and it is apparent that the consuming demand is generally pretty active. Leaders still buy conservatively, but as time goes on, providing the consumption continues to develop, they will be obliged to depart from this attitude. Conditions are now in favor of limited purchasing, but they cannot always continue so. Orders can be shipped promptly now, how long this will be so depends upon the call on the manufacturer and jobber.

Sorting orders in guns and ammunition are coming in freely, and it is evident that dealers are experiencing good trade. Skates and hockey sticks are moving in fair bulk. Sleighs have also received stimulation. Other sporting lines are about the same strength as they were last week.

Purely fall lines are now moving well, and lanterns, lamps, lamp burners and other lighting goods are prominent. Cow chains, halters and horse blankets have received stimulation, while weather strips, stoves and ranges are feeling the influence of the colder weather.

Lumbermen's supplies move slowly, but in addition to axes and axe handles, boot calks are in quiet demand. Cutlery and plated ware are looking up, while the improved demand for sad irons and carpet sweepers shows that houses are being put into good shade for the winter.

Prices generally are unchanged. The tone of the markets is decidedly brighter, and reports from the East as to trade conditions are generally very satisfactory. Reports from the Northwest continue to show confidence in the future, although the demand may not have opened out so quickly as some have wished.

BUILDERS' HARDWARE—With so many houses now nearing completion, the demand for builders' hardware continues to be steady and of good strength. Most effective designs are on the market, and the dealer has a wide range to select from to make an effective and good selling display. Lock sets, escutcheons, sash lifts, bolts and butts are in most prominent demand. Many builders are now dispensing with escutcheons, simply using the knob and the rosette, securing by this means better conformity with the design of the door.

SPORTING GOODS—These lines, especially guns and ammunition, are showing good sorting strength. Revolvers, cartridge belts, bags, and hunting knives are in prominent request. Taking everything into consideration, a much better class of goods has been going out this season, and it is evident that sportsmen are always willing to take the best article when it is offered to them. They know that the success of the hunting depends largely upon the quality of the weapons used. Skates and hockey sticks are moving in better strength, especially for immediate delivery. Sleighs have received a stimulation this week. Football lines are inclined to be slow, but indoor athletic goods are in fair demand. Prices generally are unchanged.

HOUSEHOLD UTENSILS—There is plenty of house cleaning going on at present, and carpet sweepers, brooms, mops and polishes are in strong demand. Asbestos sad irons are also showing stimulation. Wringers, washing machines, tubs and pails are in fair request, as well as mops. General tinware continues to move well.

STOVES AND RANGES—Stoves and ranges are in better demand now, and good trade has opened out. Supplies are in excellent shape, and prices practically unchanged. The improvements which have taken place in oil heaters and cookers of late years have increased the popularity of these articles, and a good demand has set in this season. Stove pipes, elbows, and stove boards are showing strength. Coal hods are moving well.

FALL LINES—The colder weather has induced a better movement in weather strips, snow shovels, sleigh bells, cow chains, horse blankets and halters. Sorting up orders in lamps, lamp burners and general lighting goods are in evidence.

RAILROAD SUPPLIES—Hammers, picks, blasting powder, concrete mixers and steel scrapers are still in fair sorting request. Contractors are getting as much out of the waning days as they can, and work is being vigorously pushed. Small tools are moving well.

NAILS—Nails continue to show the stimulation noticed last week, the country demand showing up well. Bolts and nuts are about the same as they were last week. Prices are unchanged.

LUMBERMEN'S SUPPLIES — Boot calks have commenced to move, but very slowly. The principal demand is in axes and axe handles. These articles are showing stimulation, although orders are still on the quiet side.

ENAMELWARE—Orders from the city and outlying districts are improving, dealers reporting a much better call. The Northwest continues to buy in good strength. Prices generally are unchanged.

CUTLERY—With the approach of December, cutlery and platedware are commencing to move, and prospects for a good season seem very favorable. Carvers, case cutlery, forks and spoons are most prominent in demand.

SCREWS — The demand continues about the same, although skate sizes are perhaps showing stimulation. Discounts are maintained at 85 and 10 off for flat head, bright; 80 and 10 off for round head bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

Toronto, Oct. 9.—October has opened with brighter prospects than any month for a year past. September totals reported by wholesalers showed a good increase over the same month in 1907 and stocks were then far larger than in the hands of retailers to-day. For months past buying has been done in a very conservative manner and, in fact, this condition still prevails to a large extent, orders received being for present needs rather than for next season's requirements. With manufacturers capable of filling orders promptly there is not the same incentive to book ahead as when they were rushed to the limit of their productive capacity.

With farmers realizing on this season's good crops, with a steady increase in the number of workmen engaged in the factories, and with the building statistics showing greater activity in this branch of industry, retailers are being forced to stock up in many lines which have been allowed to run down and as this is a general condition throughout Ontario and Quebec jobbers are getting more than the usual trade at this season and some shipments of Winter lines have had to be held over. Sporting goods, cutlery, silverware, skates, snowshoes, sleds and other lines for Fall and holiday trade are selling well, while general Winter goods, heating and lighting supplies, lumbermen's and prospectors' outfits are having an average demand.

The trade in Western Canada is experiencing a marked revival and stocks are being replenished for the Winter needs. In the Maritime Provinces trade has been good all through the Summer and Fall and the outlook for the Winter, with the exception of lumbering, is bright.

WINTER GOODS—A good demand exists for horse blankets, sleigh bells, snow shovels, weather strips and similar cold weather goods. Heating and lighting supplies are also active.

BUILDERS' HARDWARE — Good business is still being done in builders' hardware, with many buildings nearing completion. Nails and building paper are also selling well. Screws are plentiful and in fair demand.

HOLIDAY GOODS—Most lines of cutlery are selling freely with increasing activity for Christmas trade. Carvers, case goods, pocket knives, table sets, hollow and flat ware are all receiving their share of attention, with cut glass another good seller.

SPORTING GOODS—Rifles have been very good sellers this year, but guns have been a little less active owing to the large sales of cheap guns a year ago. Ammunition and shot have experienced their usual trade and the close season for partridge this year has not seemed to make any difference in the sale of loaded shells. Skates, sleds, snowshoes, hockey sticks and football goods have been quite active as well as revolvers and hunting knives.

KITCHEN UTENSILS—Fruit presses and meat choppers are selling freely with enamelware continuing in brisk demand. Carpet sweepers, mop wringers, sad irons and similar goods are included in most orders also.

CAMP SUPPLIES—Lumbering trade is quieter than usual, but mining and prospectors' supplies have been in lively demand. Axes, saws, handles, snowshoes, lanterns, etc., are the chief lines in demand.

MONTREAL METAL MARKETS.

Montreal, Oct. 9.—Satisfactory business has been done during the week, considering conditions all the way round, and the shipping departments generally are working at good pressure. All the metals have been equally favored, and even antimony has been very much more in evidence. One reason for the stimulation in ordering is the approach of the close of navigation. Users are covering their requirements more liberally before higher rates intervene, and store prices are demanded. Even in this respect the booking ahead is nothing like on the lines of former years. The greater activity in the furnace factories has likewise tended to increase the bulk moving, while, of course, there is the improvement in industrial concerns generally. September was a very good month for metals, and the trade done by many firms was equal to the same month last year. If the rate can be continued throughout October the leeway of the summer should be largely made up.

Prices show little alteration this week. Copper has been shaded for fair sized orders, but, on the other hand, tin and lead have stiffened, and if the primary markets strengthen consistently, local quotations will be advanced. Imported pig is still scarce, and some users, in consequence, are very hardly pressed. Those who have not covered themselves will now see the folly of being too cautious, and leaving off buying until the last moment. Altogether the tone of the local markets is very favorable, and if October is as good as September, there will be little cause for complaint.

In the primary markets the bulling movement in tin has been continued with more or less vigor. London has held up the price strongly, despite dull consuming conditions, and the market for the time being is steady and firm. Copper is still on the weak side, considering its former firm position, and undoubtedly the whole tone of the markets, both in the States and England, is not so good. The English market for a few days showed signs of greater strength, but this was apparently purely speculative. The New York consuming demand is dull, but sellers are holding to their prices as firmly as possible in the circumstances. Lead has been showing considerable strength and quotations have steadily advanced in the English market. Spelter is very steady, both in London and St. Louis. Pig iron conditions in the States are much about the same, while in the Old Country they are a shade weaker, although the general tone is still good.

PIG IRON—The local shortage in imported pig still continues, and the shipments arriving weekly being under contract, little relief is experienced. Canadian furnaces continue to deal with the bulk of the local pig iron demand. Orders going through for imported metal are showing stimulation, and it looks as if users were being wise enough to cover their winter requirements much more thoroughly than they did their summer ones. Prices are unchanged locally and we quote: Middlesboro No. 3, $18.50 to $19; Summerlee No. 2, $20 for carload lots, shaded 25c for 100 tons or over. Conditions in the States are still on the quiet side. Occasional individual orders are of very respectable proportions, but the aggregate week by week is not so good as in July or August. It is reported that the demand for sheets and tin plates generally has been weaker the last few days, and mill operations on an average are on a slightly reduced scale. The situation in the Old Country is perhaps not quite so good as it was, although no decided set-back has occurred. Cleveland warrants are slightly weaker, but good trade is moving. Finished materials are about the same strength.

TIN—Good business has been done locally in tin, and the market has been stiffened by the higher figures ruling in England and New York. If the bulling movement in London is continued local quotations will probably be advanced next week. The jobbing price of $32.50 is at present continued. New York has been buying rather freely, but only for speculation. The consuming demand is disappointing, and the number of American mills in operation have been further reduced. There is, however, plenty of confidence held as to brisker consuming conditions following a period of quiet, steady trade in the near future.

COPPER—Although orders going through locally have been well maintained in bulk, quotations are reflecting conditions in New York, and some shading has been done, although for small jobbing lots the price is still 14½c. A continuance of the weakness in New York will probably bring down quotations next week. The New York market seems to be somewhat of a drifting one at present, one day showing greater strength than another. The consumption remains quiet, although an occasional legitimate sale of respectable proportions excites interest. Sellers, however, are holding to their prices as firmly as possible. Production is going along as briskly as ever, and is more than enough for the exportation to Europe, and the home consumptive demand. Producers apparently have faith enough in the metal to increase their stocks until buyers come along. But the course is a dangerous one. The financial statements of the Granby mines for the year show a strong decrease in profits, while the Dominion Copper Company is in the hands of the receiver. Copper mining in these days is not apparently so very profitable.

LEAD—With the English market showing greater strength, local prices are stiffening, although no definite advance has taken place this week, and we quote imported pig at $3.60. Business is very good, and inquiries point to a continuance of the improved trade for some time. The demand in the Old Country has developed strength, and, as a result, prices have been much firmer. Lead up to now, however, has proved an unstaple metal to rely upon.

SPELTER—The primary markets continue to show considerable firmness, although conditions are on the dull side. The demand locally is fair, and quotations remain unchanged at $5.25.

OLD METALS—The market is quiet and quotations are unchanged. Heavy copper and wire, 11c; light copper, 10¼c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $12; No. 2 cast, $9.

TORONTO METAL MARKETS.

Toronto, Oct. 9.—A gradually strengthening feeling is growing throughout the trade. To a great extent there is a sympathetic feeling between the Canadian and United States markets and metals, and here in Canada we wait for the manufacturers and jobbers on the other side of the line to make the first step. Of course there is not now the dependence of Canada on the United States there was some years ago, and Canadians are learning to stand on their feet without assistance, but it takes time to get rid of old customs. The presidential elections in the United States, now four weeks away, are taking the interest out of business, and many manufacturers are awaiting the result before carrying out plans laid for the future. Buyers, too, are cautious and are placing orders for metals for immediate or early consumption only, and these in small lots.

The new Mexican tariff on iron and steel is now in force, and this, with the transfer of that country's principal railways to the Government is going to effect a big change in the Mexican steel industry. The national lines recently placed an order for 20,000 tons of new rails with the steel company at Monterey which will keep that concern busy for two years. This order a few

months ago would have gone to an American concern.

The repairing of cars still goes on. The Michigan Central has contracted for the repair of 5,000 freight cars with a Detroit concern, the railway shops being too busy to handle the work. Another item of interest is the placing with European continental firms contracts for the construction of 16 small warships for the Argentine navy. The British shipbuilders were unable to secure a single order, German and Dutch builders being under their British rivals in price.

Locally, and in Ontario generally, there is a scarcity of galvanized iron; in certain lines there being an absolute dearth. One of the larger jobbing concerns is importing from England, but even at that stocks are light.

PIG IRON—Inquiry has given place to demand. Orders are not numerous, nor are they very big; but with the close of navigation demand is increasing. Quotations are at the old figures but selling is still going on by some jobbers at low prices. French pig iron figures just to hand show the production in that country during the first half of 1908 to be 1,746,634 metric tons, a slight decrease compared with the same period of 1907. Over half the production was basic Bessemer. The consumption of material was 3,862,252 tons of domestic ore and 854,837 tons of foreign, chiefly from the old French Provinces.

COPPER—Again is this metal in good demand. Prices are unchanged, quotations still ranging from 14c to 14¼c. The copper market is statistically in a good position. The normal amount of copper held by manufacturers has been temporarily reduced, but there will be a gradual adding to stocks until they are back to normal. After the U.S. elections prices are expected to rise.

TIN—Active trading continues in this line. Tin is apparently on the upward move. While price quotations still run from $32 to $34 there is a firmer tone about the market. A better feeling prevails in London. In South Africa a revival in interest has taken place in tin mining, and fairly good results are being obtained by some companies. Batteries and crushers are to be installed by the larger concerns. There is not the boom of three years ago, and it is not likely that the mistakes made then are likely to recur.

LEAD—The ruling quotation is $3.75 for small lots, which is the price which prevailed a week ago. The metal is yet rather scarce, some jobbers' stocks being very low. United States centres report spasmodic trading and London continues easy.

SHEETS AND PLATES—Unchanged prices and conditions prevail in sheets and plates. Trading in plates is not so active as during the late Summer months, but enough business is being done to keep jobbers busy. After the New Year stocks will be increased to prepare for the Spring demand. Sheets are just as active as a month ago, although the business is not being added to.

U.S. IRON TRADE.

Cleveland, O., Oct. 8.—The Iron Trade Review says:—It is difficult at present definitely to point out the improvement that is being made in the iron and steel market. Each week is like its predecessor in many respects. The industry has advanced materially from the low point of business depression, but its forward motion is now extremely slow, if there is any progressive movement at all. The fact that the ground gained is being held may be made a source of satisfaction, but scarcely of optimism.

Conditions, if anything, are quieter now than they were several weeks ago. The sheet trade, which has been steadily increasing, appears to have reached a high point of activity under present conditions, and for the past several weeks the volume of business booked has been practically unchanged. The progress in wire products is also less in evidence. Merchant bar specifications are lighter. Of the more active products, merchant pipe appears to be consistently adding to its strength. Prospects for improvement in the heavier lines, rails, plates, semi-finished steel and structural shapes, are indefinite.

It is a common expression among steel and iron manufacturers to attribute the present stagnant state of trade to ante-election influences. While this factor, in some degree, is undoubtedly having a restraining effect, the market appears to be lacking in other fundamental respects which need to be supplied before it can reclaim a normal basis of activity.

HARDWARE TRADE GOSSIP.

Ontario.

W. G. Seyffert, Galt, has assigned.

W. A. Moore & Son, Meaford, intend taking up the manufacture of mantels and fireplaces.

Mr. Read, manager of the Cochrane Hardware Store at Sudbury, was a visitor in Toronto this week.

A new heating system has been installed in St. Andrew's Church, Lindsay, by Boxall & Matthie.

Wm. J. Russell, hardwareman and implement agent, Dundalk, was married to Miss Lottie Perkins a few days ago. The happy couple spent their honeymoon at Detroit.

D. J. Brodie, hardware merchant, Niagara Falls, has bought out the grocery business in his block lately carried on by Leslie Smith.

While handling some glass in Bernhardt & Gie's hardware store at Preston, Nat. Bock received a painful gash in the back of the right wrist, by which an artery was opened. The wound was several inches long and required seven stitches to close it.

The Standard Chain Co., of Canada, Sarnia, Ont., have commenced to rebuild their factory which was destroyed by a tornado last June. They expect to be in a position to manufacture a full line of chain within thirty days. They have a considerable quantity of chain on hand, and are able to ship this promptly. Alexander Gibb, 13 St. John Street, Montreal, is the selling agent

In High Court, which commences at Welland on Monday, October 12, one of the cases set down for trial is Vallery vs. Ontario Iron & Steel Co., of Welland. John Vallery, whose home is in North Pelham, was injured while in the employ of the Steel Company by being burnt by electricity some time last spring. Mr. Vallery was very seriously injured, and is suing for $5,000 damages.

Quebec.

J. O. Giroux, hardwareman, Montreal, has been registered.

Edouard Gougeon, hardware merchant, Montreal, has been registered.

Gouindon & Belair, inventor of rifles, Montreal, have been registered.

The assets of Peter Cohen, hardwareman, Montreal, have been sold.

The William G. Hartrauft Cement Co., Montreal, has been registered.

F. F. Powell & Co., roofers, Montreal, have filed a consent of assignment.

C. Osen, representing the Wausau Sandpaper Co., Wausau, Wis., has been on a business visit to Quebec and Montreal.

H. J. Fuller, president of the Canadian Fairbanks Co., Montreal, is away in the States visiting several large manufacturing centres.

C. M. Strange and J. Thurston Smith, of Lewis Bros., Montreal, have been appointed Justices of the Peace for the Province of Quebec.

C. D. TenEyck, sales manager of E. C. Atkins & Co., manufacturers of saws, Hamilton, Ont., has been paying a business visit to Montreal.

Maritime Provinces.

The Rock Island Hardware Co., Stanstead, has completed the instalation of the new steam plant for Caswell & O'Rourke in the Foster Block, and under test so far, it proves satisfactory.

W. R. Stavert, of the Jenkins Valve Co., Montreal, has just returned from a trip to the Maritime Provinces. Mr. Stavert says conditions are very good in this part of the country. The apple crop has been splendid, while the fishermen seem to have had consistent good catches. There was nothing much to complain of in the state of affairs in the

Western Canada.

A. J. Falconer, Deloraine, Man., was in Winnipeg during the week on business.

The McKeown Hardware Co., Calgary, has opened a branch warehouse at Lethbridge.

Mr. Humbke is erecting a hardware store at Westaskiwin, Alta., which he will occupy as soon as completed.

Wm. G. Gordon, who recently disposed of his interest in the hardware business of Watt & Gordon, Winnipeg, is at present on the staff of Geo. D. Wood & Co., wholesale hardware merchants, Winnipeg.

At a special meeting of the Winnipeg School Board's Building Committee, the acceptance of the tender of the Jas. Bannatyne Co., for heating and ventilating the Cecil Rhodes School, was recommended. The amount named in the tender was $10,075.

WHO MAKES CAST WASHERS?

The Taylor Forbes Co., heater department, Toronto, desire to secure a complete list of the manufacturers of cast washers in Eastern Canada. Readers of Hardware and Metal who can supply the names of makers will kindly forward the names to the editor.

Trade News From Atlantic to Pacific

Maritime Provinces

Nova Scotia to Make Rails for Export to India—Halifax Firm Improves Its Store—St. John Nail Manufacturer Reports Trade Improving.

HALIFAX.

October 4.—The wholesale hardware dealers are now in the midst of their Fall trade, and the general outlook for business is most promising. This season, however, the business is not as good as last year, the volume of trade on the whole has not been as large, prices are lower, and for the remaining few months it will have to increase considerably to catch up. While the Province is recovering from the depression that set in last year, it has not yet got back to its old position. The effects of the depression are, however, passing off and it is expected that business will soon again be on a good footing. The fishing season is now practically over, and the demand for supplies for the toilers of the deep is about over for the present. Owing to over-production and poor markets, the lumber business does not promise to be very brisk the coming season. Some of the largest items that the trade handles at this season are axes and peavies, but the shipments to the woods so far are very light. One department of the trade that is looking up well is building. Throughout Halifax and the entire Province there is a lot of building going on and this helps to make up in some measure for the dullness in other lines. The Dominion Iron & Steel Company's billet mill, which has been closed down for some time, has again commenced operations, and the rod mill, which has been idle for several days owing to the lack of billets, is again in operation. The employes of the rail-finishing mill have been put on tonnage instead of days' pay as heretofore. The Bessemer plant has been giving more or less trouble during the past two months and has been down the greater part of the time. However, it is expected that the improvements and repairs recently made will put the plant in active operation again in the near future. Broughton, C.B., is again the scene of great activity. Since the closing down of the Cape Breton Coal, Iron and Railway Company a few years ago, the Dominion Coal Company have been busily engaged in boring operations, with the result that two seams of excellent coal five and six feet in thickness, have been discovered underlying the areas of the former concern. This was followed by the reorganization of the Cape Breton Coal, Iron and Railway Company, and according to report from well-informed circles, Broughton will again be the Mecca of hundreds of toilers. The Dominion Iron and Steel Company of Sydney have just commenced an order for nine thousand tons of 80-pound steel rails for the Southern Punjab Railway Company, and are to be used on the road at Conractie, India. In view of the fact, the steel company had to compete with the best steel makers in the world, it must be gratifying to the management that their concern could do so favorably. The shipments from Sydney will go to India via the Suez Canal.

W. F. Jennison, C.E., who has been inspecting the gypsum deposits in Victoria County, C.B., for the past six weeks, has just returned to Sydney and reports that the gypsum deposit in Victoria County far exceeded his expectations, and that they must in future be of great value commercially. A number of prospectors representing American capital, are at present prospecting throughout Victoria County.

The new Burrell Johnson Iron Company of Yarmouth have just laid the keel for a new steel tug which they have contracted to build for the Dominion Government.

The wholesale hardware firm of H. H. Fuller & Co. have greatly improved their premises by the addition of a large plate glass front, which now permits of making a good window display. The interior of the store has also been much improved. Along the south side of the store there has been installed several large silent salesmen, and new show cases now adorn the counters. The additions make a very noticeable improvement in the premises.—J.H.

ST. JOHN.

October 6.—"Good times are coming back, perhaps not to-morrow nor the next day, but certainly we will have normal activity by spring." This is the opinion expressed a few days ago by James Pender, proprietor of the Pender Nail Works, in this city. Mr. Pender went on: "The nail industry is a very fair barometer of the building trades—not altogether accurate, but sufficiently so for ordinary purposes—and the building trades are the pulse of general industry. From the 1st of October of 1907 there was a drop in business, September was a good month, well up to the average, and the depression was not at all felt until well along in October.

"I have looked over our gross sales only hurriedly, but I find that September, 1908, was fully equal to September, 1907, in output, and I know without examination that the present month is not only far ahead of last October, but is well up to the normal.

"Now, allowing for the inaccuracy of the nail industry as a barometer, I believe that there is sufficient resumption of business to indicate that the return of former activity is nearer at hand than most people suppose, and I feel that the good times of which we speak are coming very rapidly. We will not feel the full effect until spring, for the West will not until then have received the returns from this year's harvest, and as you know the Western crops have a great deal to do with Canada's prosperity. Of course, the present activity does not necessarily mean the resumption of building activity, but it does mean that the material is being used in some way or another, and if not in new buildings, then certainly in repair work. This in itself is satisfactory, but before many months are past I feel that there will be greater reason for gratification."

The lumber mill and about half a million feet of lumber, at Lepreaux, owned by J. A. Gregory, of St. John, was destroyed by fire on September 27. The insurance on the mill amounted to $15,000, and the lumber was also covered by insurance.

The Record Foundry & Machine Company at Moncton, which has been only running one of their foundries since the beginning of the year, find that trade is reviving sufficiently to warrant starting the other foundry. As this company's sales agencies are scattered all over Canada, this would seem to indicate an improvement in trade conditions throughout the Dominion. They are looking forward to an increased volume of trade for the balance of the year, and are advertising for men. They also announce an advance of 10 per cent. on molders' wages.

The I. C. R. has completed arrangements for instaling in their island yard here, one of the latest up-to-date scales of 150 tons (300,000 pounds capacity). The instalation of this scale will enable the railway to weigh cars of lumber, etc., without taking them out of the trains as had to be done heretofore. About 24 hours will be saved in giving delivery of the cars.

G. &. E. Blake have been awarded the contract for the heating and plumbing of the new Seaman's Institute Building. The work is to be completed by the end of this month.

Lumber operators who are now sending their crews into the woods are announcing that this season's cut is to be reduced by 50 per cent. There is a feeling outside, however, that the reductions will not be very large and that an average cut will result.—W. E. H.

Province of Quebec

Completion of Montreal's Freight Sheds on Harbor Piers—Machinery Being Installed in Fairbanks Scale Works at Sherbrooke.

MONTREAL.

Montreal, Oct. 9.—The American Standard Railway Equipment Co., St. Louis, have organized a Canadian company at Montreal, and have taken offices in the Sovereign Bank building. The company will exploit its pneumatic tools and freight car roofing. A factory has been started at Mile End. The concern

is represented here by A. C. Murphy and A. E. Johnson.

James Wilson, of Drummond, McCall & Co., Montreal, has been presented by the firm and staff with a silver bowl on the occasion of his leaving for a new appointment.

A luncheon was tendered to Montreal shipping men, manufacturers, and merchants, by the Harbor Commissioners, on the occasion of the driving of the last rivet completing the erection of fourteen two-storey sheds on the high level piers. Hon. L. P. Brodeur, Minister of Marine, performed the ceremony of driving in the rivet. Speeches were delivered by the Minister of Marine, George Stephens, President of the Harbor Commissioners; C. C. Ballantyne, Sherwin-Williams Co., of the Board of Harbor Commissioners; Robert Munro, Canada Paint Co., on behalf of the Board of Trade; and F. C. Lariviere, of Amiot, Lecours & Lariviere, on behalf of the Chambre de Commerce.

At a meeting of the Chambre de Commerce, under the presidency of F. C. Lariviere, an animated discussion took place upon the question of holding an exposition in Montreal. Ex-Mayor Laporte was of opinion that before thinking of holding an international exposition, the city should have its permanent yearly exhibition, and it was finally decided that the committee on expositions should meet immediately, and see what steps could be taken to bring about a permanent exhibition in Montreal. The Montreal branch of the Retail Merchants' Association of Canada have also appointed a committee to consider the exhibition question.

Alex. Gibb, manufacturers' agent, has secured the Canadian agency of the S. & I. Company, makers of fine tools and hardware specialties, Springfield, Mass. Among the articles which Mr. Gibb will place on the market are the S. & I. ball cock, which represents the most advanced stage in the manufacture of ball cocks, operating as they do, quickly, shutting positively, and being very easy to repair; the "Never-Break" screw driver, which cannot turn in the handle and will stand any amount of pounding; the hawk-bill tack puller; and the Ives' combination mason and lightning fruit jar opener. Mr. Gibb has also secured the agency of the Eclipse Saw & Tool Works, Springfield, Mass., makers of the "Eclipse" new process hack saw blade. —F. J. A.

SHERBROOKE.

October 6.—The E. & T. Fairbanks Co. Scale Works, Sherbrooke, are placing the machinery in their building and expect to be operating in a couple of weeks.

The Sherbrooke Machine Co., Sherbrooke, manufacturers of paper making machinery, expect to start manufacturing in two weeks.

Mr. Chadsey took charge as manager of the Nicolet Pulp & Lumber Co., Danville, the 1st of October.

The Canadian Fairbanks Co., Montreal, secured the contract for all the valves, hydrants, etc., for the waterworks at Black Lake, Que.

Forest fires are still burning in the Eastern Townships and large quantities of pulp wood have been burned.

The Town of Richmond, Que., is considering the question of a bonus to a furniture manufactory.

Ontario Trade News

Novel Advertising Plan Adopted by Hamilton Firm—Large Cordage Factory May Be Established at London—Independent Telephone Lines at Peterboro and Chatham Making Headway.

OTTAWA.

October 7.—A trip through various hardware stores failed to elicit any startling news except the fact that everybody seems to be enjoying the increasing fall patronage and appear hopeful for the season's business. There is a brisk demand for stoves, caused by the recent cold snap, and preparations for hunting camps are causing a good sale of equipment.

Then the football season opened here on Saturday last, and those stores which handle sporting goods are displaying Rugby outfits in windows and shops.

Building operations in the city still continue to be brisk. During September there were 51 building permits issued, representing an outlay of $174,500, as compared with 35 in September of last year, amounting to $317,900, but $200,000 of this was for the improvements and extension to the Collegiate Institute. Last week's most important item was that of the Tuberculosis Hospital at an estimated cost of $35,000.

A good joke has been going the rounds regarding the shipment of some furnace grates ordered by the corporation from a Montreal firm. A good many 'phone messages were exchanged in order to locate the ownership of the grates, as the parcel was addressed to the corporation. The railway people claim that the city officials are at fault, and the city people blame the railway. The grates arrived on September 23 and were only delivered Saturday morning after the City Clerk had succeeded in placing their whereabouts. The question is, "What or who constitutes the corporation of the City of Ottawa"?

The local Retail Hardware Association's monthly meetings are held on the first Friday of the month, but that called for Friday last was so slimly attended that no business was transacted, the members present simply indulging in friendly chat. However, it is expected that a good attendance will be had for the November meeting when there may be matters of interest for discussion.—G. E. M. H.

PETERBORO.

October 7.—The family of Alex. Reid, express driver, consisting of two sons and two daughters, were almost fatally overcome by gas on Thursday night, which escaped from a small coal stove which had been lighted for the first time this season. When one of the girls awoke in the morning she was unable to rise and called for assistance. Her sister and two brothers, who were the only others in the house at the time, found themselves in the same predicament, and it was only after one of the latter was able to break open a window that they all escaped.

The assessors' returns, which have been handed in to City Clerk Armstrong, show that during the past year the population of Peterboro has increased by 491 persons. The present population is 16,491.

The sub-contracts for the completion of the work on the new Peterborough Armories have almost all been let by Contractor Proctor, of Sarnia. He states that the entire work will be completed by March, 1909. The brick and cut stone work has practically been finished and the roofing, plastering, plumbing and lighting, carpentering and the instalation of the furnaces are underway. Maitland & Moore, Peterboro, have the contract for the roof (grand), Saxby, of Peterboro, has the plastering contract; F. J. R. MacPherson, Peterboro, the plumbing and lighting; Gurney, of Toronto, the furnace instalation, and Contractor Proctor's son superintends the carpentering.

The probability is that within the near future several independent telephone lines in the rural districts connecting with the Bell system, will be installed. A company has been formed in Apsley, to the north, and work of connecting that village with Mount Julian, Stony Lake, is already underway. Meetings have been held at Zion and Stewarts, in Otonabee, to the south of the city, and committees have been appointed to undertake the securing of subscribers.—B. T. H.

HAMILTON.

October 6.—A novel method of advertising was adopted here last week by A. M. Souter & Company, furniture dealers. The firm had just rebuilt its store, and in order to attract visitors proposed to give a coupon ticket with a number on, to each person who visited the store. Two prizes were to be given, and a third ticket drawn in case either of the holders of winning tickets did not appear. The prizes offered were a brass bed and a kitchen cabinet. Fully 6,000 people visited the store in the three opening days, and the scheme proved an unqualified success.

The report of the city assessment department shows that Hamilton has a population of close onto 70,000. The exact population is 67,000, an increase of 3,000 over the previous year. The increase in assessment is $3,000,000, making the total assessment $40,197,330, which will mean that the city will have about $60,000 more income from taxes next year than it had this year. It is strange that although this has been one of the quietest years and poorest

business years in Hamilton for over a decade, the population increase has been about the largest in any one year in the city's history, and the assessments have also enjoyed a healthy increase. The heaviest assessment was on the Grand Trunk property, being $600,000.

The Dominion Power & Transmission Company has refused to accept the by-law passed by the ratepayers a few weeks ago by which the city undertook to reduce its percentage on the company's receipts and to guarantee the $500,000 of the company's bonds and the company in turn was to erect car shops and generally improve the system. Instead, the company has promised to fulfil its part of the bargain without any assistance from the city, and it promises to erect new car shops in the near future, improve the roadbed and place a number of the latest type of cars on the service.

The Board of Trade at its meeting this week took no action on the request of the Kingston Board of Trade, for co-operation in urging upon the Government the necessity of deepening the Welland Canal. In view of the fact that Kingston would be the only place benefited in view of the St. Lawrence canals not being deep enough, no action was taken.

J. D. Schakel, of the Otis-Fensom Elevator Company, has gone to Philadelphia, where he will take a position with the Otis Elevator Company.

The Acme Stamp & Tool Company has been incorporated with a capital of $40,000.

One of the finest poolrooms and bowling alleys in Canada has just been completed for the Hamilton Bowling and Athletic Association at a cost of $55,000. It is situated on East King Street, and is three storeys high. Two floors are devoted to bowling alleys, another to pool tables, and the basement is occupied by a club room, restaurant, barber shop, etc.

Stewart & Witton, architects, on behalf of the Government, are applying for tenders for combined gas and electric light fixtures for the new armories here.

The Climax Road Machinery Company have sold a large number of stone crushers lately, including one each to Alex. Tait, of Collins' Bay, Ont., and J. McCrow, Cataraqui.

Lindsay Wardell, architect, Winnipeg, was married here last week to Miss Mable Barry.—D. L.

T. L. Stone's Store at Ridgeway, Ont.

RIDGEWAY.

October 6.—The accompanying photo shows the store of T. L. Stone, Ridgeway, who has a good trade amongst the farmers in the Niagara district. Mr. Stone makes a specialty of stoves, tinsmithing and plumbing. He is standing in the doorway with Mrs. Stone in the front of the shop.

CHATHAM.

October 6.—The City Board of Trade is down to work again after a holiday extending over the Summer months. The first meeting, held last Tuesday, was well attended. It was decided to continue the open meetings of the board, addressed by prominent outside speakers, which were such a successful feature last year.

City numbering is now in progress, the numbering of the main business section of King Street being completed today. The numbering of the entire city will not, however, be completed for some months.

The Michigan Central Railway, which has now connections with Chatham over the C.W. & L.E. electric line, will, in the course of a few weeks, open an office in Chatham, in the C.W. & L.E. building. It is understood that a strong bid will be made for passenger and freight trade.

Park Bros., of this city, have closed a contract to instal two 40,000-gallon submerged centrifugal pumps for Pelee Island Corporation, and a 50,000-gallon pump for H. Kuhlmann, on Pelee Marsh.

Frank Rogers has decided to go into the plumbing and gas fitting business in Blenheim, coincident with the arrival of natural gas. He will open a shop shortly.

Wallaceburg has no less than three gas supply stores, and all are busy. M. Ullmer, who has been engaged on the pipe line from the gas fields, is the latest to start in business. He will carry a full line of gas stoves.

Coincident with the arrival of cold weather there has been a big boom in stoves—particularly gas stoves. The Chatham Gas Company report a great many extensions of their gas service, and the various hardware firms are all busy.

The agreement with the Bell Telephone Co. for the renewal of the present exclusive franchise was submitted to the City Council on Monday night. The company offer better phones, and agree to remove the poles and instal all underground conduit wires on all the main streets. Independent phone lines will be free to establish local toll stations. The chief difference between the company and the city is that the latter insist on the company looking after the fire alarm system. The underground wiring work will, if carried out, mean the expenditure of $54,000 in the city.

Consulting Engineer K. L. Aitken, of Toronto, has submitted his report on the much-discussed civic gas producer lighting plant. In effect, he reports that the two-engine plant is superior in efficiency to the one-engine plant which was to be installed under the original contract.—W.E.P.

GUELPH.

October 7.—The Retail Merchants' Association held the first meeting of the season on Friday evening last, President Waters being in the chair. The members were of the unanimous opinion that it had paid them, as an association, to appoint an official collector, for the delinquent customers were paying up in a surprising manner when the collector called around. Considerable time was spent in the discussion of the reports of the delegates to the recent Retail Merchants' Association meeting held in Galt. It was decided to hold the annual banquet some time in December, and that all endeavors would be made to have it even more successful than in former years.

W. G. Howell, chief clerk of the Bond Hardware Co., had a narrow escape from serious injury while returning from the Aberfoyle Fall Fair, held yesterday, where he had been for the day in the interests of the company. His horse became frightened at a passing car and made a dash to get away. It fell into a ditch ten feet deep and drew the rig with it. Mr. Howell was rather severely shaken up but providentially was not badly injured.

Last week the women of Durham were treated to another of those pleasant surprises in the form of a travelling fakir, selling household articles of unlimited usefulness. Among his collection of necessaries were a line of jelly tins which he was "advertising," and "just to introduce them he let them go at the ridiculously low price of 25c per set." Afterwards one of the ladies walked to a local hardware dealer and found that the dealer was willing and able to load her down with the same kind of sets at 16c per set. Naturally she felt like the fellow who had a bee settle on him, and she was not the only one who was "stung."

M. Weichel & Son, Elmira, held a guessing competition recently. A number of shot were placed in a glass jar and a prize of a fine stove was given to the winner. Alex. Corrigil was the winner, his guess being but a few shot

out. The proprietors state that they were greatly pleased with the result of the competition.—A.W.

GALT.

October 7.—With all the factories running full time, and orders coming in rapidly the prospects for a busy winter season are most promising. The only exception is in the case of the Warnock Edge Tool Company, which recently went into liquidation. The firm has since started up, but will only be in operation for a few days in order to clean up material on hand after which it will be closed down indefinitely.

Hardware dealers report business during September as being considerably ahead of the same period last year. There was a slight falling off for the months of July and August, but the decrease was not of an alarming nature.

The demand for gas stoves is exceptionally brisk, and this line of goods is moving out rapidly.

The Down Draft Furnace Company had a most creditable exhibit at the Galt Fall Fair. On display were ranges, parlor stoves and heaters, all manufactured in Galt, and for this reason the display attracted particular attention. Many, particularly visitors, were unaware that such high-class goods were manufactured in town, and the company will undoubtedly find themselves amply repaid for the expense incurred in connection with the display.

Another very creditable display was made by the Fraser Hardware Company, consisting of several special lines handled by the firm, but particularly of "Muresco." Two clerks were kept busy answering many inquiries and handing out literature.

The man to whom the Galt Fall Fair owes most of its success is J. W. Douglas, of the McMurty Hardware Company. Mr. Douglas is secretary of the association, and an energetic worker.

If the local hardwaremen realized the benefits to be derived from membership in the association, composed of hardware dealers, they would undoubtedly join the organization without delay.

Hunters' supplies and necessities are already being displayed, and as Galt contains scores of hunters, business in this line will undoubtedly be brisk.—B. E. C.

LONDON.

October 6.—Jobbers report trade well maintained, while in the retail lines continued improvement is shown.

The McMurtry Hardware Co. have made some changes in the management of their different stores. G. A. McMurtry goes from London to take charge of the St. Thomas business; E. C. McMurtry will be London manager, while W. J. McMurtry will be in control of the Galt branch.

The Mayor is hopeful that a large English cordage company, employing in the neighborhood of 300 men, may be induced to come to London and establish a branch factory, with their Canadian headquarters here. Wm. Gray, the well-known traveler, has been chiefly instrumental in drawing the company's attention to London and he will meet a representative of the concern in Toronto this week. Mr. Gray first met the representative in England. The Mayor says the Council will be prepared to offer this company some special inducements to locate here.

At last night's meeting of the City Council an application was received from the London & Western Counties Pipe Line Company, Limited, which proposes to pipe natural gas from the Port Dover gas field, for a franchise enabling them to lay pipes and distribute natural gas in the city. There is no doubt that arrangements can be made with the City Gas Company to distribute the natural gas, but the pipe line company feel that it is better to run no risks. The application was referred to the finance committee.—F.T.Z.

BRANTFORD.

October 7.—The Sanderson-Harold Co., who are large manufacturers of refrigerators, screen doors, window screens, etc., report that the outlook for their lines next season is very bright. Their factory is very busy with all departments running full time, and with the prospect of the working staff being put on overtime in about a month. Booking for the coming season's trade is expected to show a substantial increase.

British Columbia

Large Buildings Being Erected at Vancouver—Building Stone Industry at Nanaimo Developing—Interesting Exhibits at Nelson Fair.

VANCOUVER.

October 3.—General business continues steady, and on the whole satisfactory. One good feature is that conditions are becoming better, and that the amount of business is just a little better than that of last year. The stringency was just making its effect felt at this time a year ago, and business of that time was still good. From now on it will hardly be fair to make comparison with the previous period of 1907, for things dropped to their lowest very rapidly.

It is gratifying to note that in the building returns for Canadian cities, Vancouver stands as one among three that show increases for the year up to date, as against the good times of 1907. Moreover, the report on the outlook is that times will be busy from now to the end of the year. It means more than the local activity, for with the continued building up of the large centres comes a settlement of the surrounding districts. The value of the permits for the last week amounted to $73,750, and for the month $344,571. The B.C. Permanent Loan & Savings Company, which has been constructing largely on Pender Street, will erect a six-storey structure at the corner of Pender and Homer Streets, opposite its three-storey building just completed. It was originally intended to make this three-storeys in height. The cost will be $150,000. Another important building item is that the contract for the construction of the Carter-Cotton building, at the corner of Hastings and Cambie Streets, has been awarded to McDonald, Wilson & Snider. This will be seven storeys high. These are two of the largest constructions proposed in the immediate future. Most of the permits issued during September were for dwellings, which means good business for the plumbing and hardware trades.

Michael Chapman, chief engineer of the Gas Engine & Gas Producer Company, has completed the instalation in the Pioneer laundry of a 75 h.p. gas engine and gas producing plant. The plant has been designed to drive a 50-kilowatt generator, supplied by the Canadian General Electric Company, which will be used for power purposes in the laundry. This plant is the first of its kind ever installed in this city, and is similar to that recently put in Nelson's brewery in New Westminster. Economy is the great future, and it is contended that where a steam plant of similar power would use five pounds of coal, this will use but one pound per h.p. per hour. Further than that, it has been so laid out that the water from the jacket of the engine and the exhaust gases will be used to provide hot water for laundry purposes, considerable ingenuity having been displayed in obtaining this end. The engine is of British make, but has been designed to operate with Canadian coal, and the producer was manufactured in the factory at Toronto. The electrical portion of the plant was supplied wholly by the Canadian General Electric Company.

Wm. H. Harvey, of the Dominion Carbolineum Works, this city, has invented an improved system of block paving. This company manufactures wood blocks, creosoted for paving purposes, and it is in connection with these that Mr. Harvey has devised an improvement. The idea is to anchor or tie the wood blocks to the foundation or bed, whereby the upward creeping of the individual blocks above the general surface of the road is prevented. This has been perhaps the only drawback to wood block paving in Vancouver, and has necessitated the cutting out of a small portion of the block to allow them to sink on to the concrete foundation. The invention comprises principally a cushion strip of tarred felt, upon which the blocks are laid and which is carried up between each transverse row. As the underlying felt is "floated" with an adherent layer of tar and asphalt, which material is also grouted between the seams, the blocks are virtually cemented between two felt bonds, which are themselves cemented to the foundation.

F. A. Frazier, manager of the Oregon Spray & Gas Company, of Portland, Oregon, is here looking for a location of a branch of his business, which he proposes to establish shortly on the Canadian side of the line. His product is used in the destruction of fruit pests, and with the growth of the fruit raising industry in British Columbia, he sees the necessity of getting close to his market.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Oct 9, Room 511, Union Bank Bldg, Winnipeg.

Increased activity is to be seen in every branch of the wholesale hardware trade and the outlook for Fall and Winter business is very promising.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire. 6, 7, and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14. $3. Discounts on application.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over. 55; bolt ends, 52½; sleigh shoe, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2½; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7; 3-16, $5.50; ⅜, $4.90; 7-16 $4.70; ½. $4.40; ⅝, $4.20; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper king, $8.25; Columbian, $9.50; handled axes. North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel 35; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

STOVE PIPES—6-inch, $9.25; 7.inch, $10.

BUILDERS' HARDWARE—50 p.c.

TINWARE. Etc—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35: Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal. 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ pc other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $36; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼; pure manila, 13¾c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4,30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12, smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.30; Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

PIG LEAD—$5.50. Lead pipe, $7.

SHEET ZINC—Casks, $8; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ⅛, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9.00; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45.00; 4½, $52.00; 5, $58.00; 6, $75.00. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON—Apollo 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

ROSS BROS.
LIMITED
HARDWARE ONLY
Loaded
Shells
EDMONTON, ALBERTA
Kynoch
Winchester
Dominion
STOCK COMPLETE
PRICES GUARANTEED

Fire Escapes
Circular Stairs
Coal Chutes and
Ornamental Iron
for Buildings
Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.
THE MANITOBA IRON WORKS Limited
WINNIPEG, MAN.

TIN PLATES—I.C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50; ½ box, $6; IXX, full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8.inch, $3.50; full polish, 6 amd 7 inch, $4; 8-inch, $4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS—White lead, pure, $6.50 to $7.50, according to brand;

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

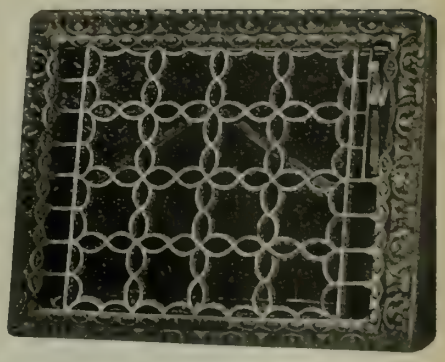
THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.
Wholesale Hardware
EDMONTON, ALTA.



Favorite Side-wall Registers

Are constructed with **one valve**. Have **handsome open-pattern face** with **flaring base,** which affords lots of **space for passage of warm air.**

When these registers are used, **one air pipe** can distribute **heat** to **four rooms,** two on ground floor and two above, if properly proportioned.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

If you want the **whitest** Lead —the **finest** Lead—the Lead with the **longest life**

ORDER

Stephens

House Painters' Perfect

Made with the finest English Carbonate Lead ground in our own Refined Linseed Oil.

All orders for this Brand shipped same day as received.

G. F. Stephens & Co., Limited
Paint and Varnish Makers
Winnipeg, - - - Canada

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, 65c. Linseed oil. raw, 62c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Oct. 9.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85 brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p,c,; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS—First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2, cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, $8 doz.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11½c per lb.; British manila, 12½c; pure manila, 15½c.

BUILDING PAPER—Plain, 62c per roll; tarred, 82c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

AMMUNITION—Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F. F., Hamilton, $5.25 per keg.

Novelties and New Goods

Some of the Latest Articles Being Put on the Market and Some New Inventions of Interest to Hardware and Metal Readers.

NEW SAW DISPLAY CASE.

E. C. Atkins & Co., Indianapolis and Hamilton, Ont., the silver-steel saw people, have just placed on the market a new display case for saws.

It is a very handsome affair and very convenient, being designed to sit upon the floor or on the counter, if preferred, and not only will attract considerable attention to the saw department, but any saw desired may be reached with no effort on the part of the salesman.

New Saw Case.

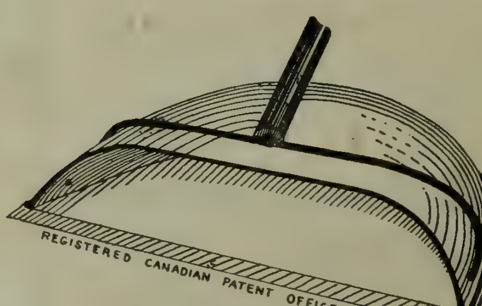
It stands 39 inches high and 25 inches wide, each way, revolves on a circular base, has four glass sides, two of which are fitted on hinges. There are a series of slots on two sides into which the stock of saws are to be placed. Each of these sides has room for 18 saws, which, with two display saws on each of the four faces, gives a total capacity of 44 saws.

The case is furnished in solid oak, finished as desired, either golden, antique, Flemish, weathered or mission. It is distributed under four different options, one of which supplies the case free of cost to the dealer.

Detailed information in regard to the manner of distribution may be secured through writing to E. C. Atkins & Co., Hamilton, Ont.

PERFECTION DUST PAN.

The Sovereign Metalware Company, 9 Pearl Street, Toronto, are introducing to the trade something new in the way of a domed dust pan which can be used by the housekeeper without stooping over. One of the illustrations shows it in use and the other the construction of the pan which is made of the best sheet metal, burnished copper or aluminum. The long handle does away with the stooping over while the dome over the pan retains the dust in a pocket, the weight of the pan holding the open part up when not in use.



The Perfection Dust Pan.

The pan is a novelty which can be pushed to advantage during the fall and holiday trade, and if Hardware and Metal is mentioned the manufacturers will forward trade prices and descriptive circulars.

New Method of Sweeping.

IMPROVED POWER CLIPPER.

B. & S. H. Thompson & Co., Montreal, as the sole agents for Canada, are placing upon the market the improved power clipper manufactured by Burman & Sons, of Birmingham, England. The clipper is driven by a mechanism consisting of a number of gear wheels so arranged that a great speed is attained, the whole being conveniently enclosed in a dust proof gear box. The objection to the old style of clipper is done away with by the enclosed gear improvement. The machine is run and tested in actual use before leaving the works to ensure absolute accuracy in all details. Bown's original Newmarket clipper, made by Burman & Sons, can also be obtained through B. & S. H. Thompson & Co.

FAMILY NAIL BOX.

Frothingham & Workman are introducing a household novelty in the form of a neat tin display box containing 500 nails, 1 inch and shorter, to retail at 5c per box. These boxes are put up in dozen packages, packed a gross in a case, and hardware dealers will no doubt find that they fill a long-felt want. Intending purchasers can secure sample on request by asking for "Mrs. McGregor's Family Nail Box."

Mr. J. L. Brower, of the structural Steel Company of Montreal, is in Halifax in connection with the structural steel work for the improvements to the post office.

METALLIC CEILINGS

Are Artistic, DURABLE, SANITARY, and FIREPROOF
Easily applied, Cannot Crack nor Fall Off

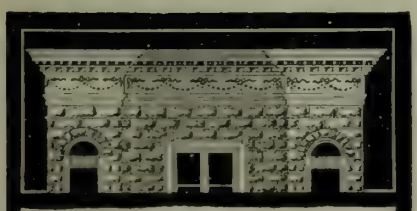
Send us a sketch showing shape and exact measurements of your ceilings or walls, and we will submit designs, estimates and illustrated booklet free.

WRITE US NOW

Metallic Roofing Co., LIMITED
Manufacturers
TORONTO & WINNIPEG
(46)

EASTLAKE STEEL SHINGLES

WRITE FOR PRICES
METALLIC ROOFING Co LIMITED.
TORONTO, CANADA.



Our Sheet Metal Fronts

Offer you splendid improvement, at small cost, for any style of building.
We make them complete, to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles.
They give a very handsome effect, and enduring, practical satisfaction.
We give estimates if you send measurements and outline of the building.
Think it over.

Metallic Roofing Co.,
Limited,
Wholesale Manufacturers,
Toronto, Canada.

Are You Prepared to take Care of the Demand for

DECOTINT

The demand for Sherwin-Williams Decotint is steadily increasing among people who are satisfied with only goods of the very best quality. Decotint is a thoroughly satisfactory flat wall finish. It is much superior to the majority of cold water paints on the market and is no higher in price than some of the inferior preparations that do not produce the results advertised for them and cause trouble for the dealer selling them.

If you have not a good stock of Sherwin-Williams Decotint on your shelves now you will be losing sales your competitor will make. There is a splendid profit in this specialty, and you should not neglect to take advantage of this opportunity to make money. We are prepared to make shipment same day order is received. Prices upon request. Address

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

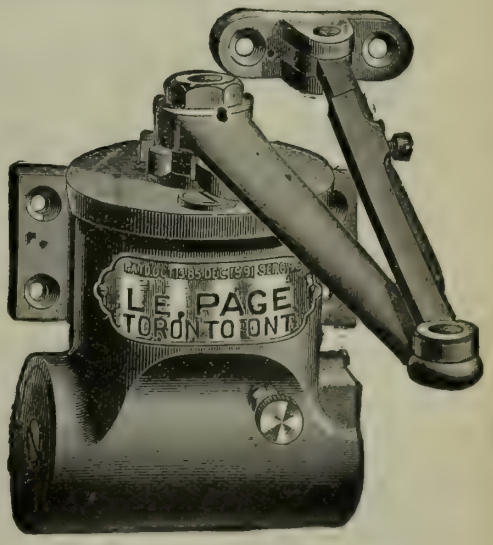
432

LePage's Oil Door Check and Spring

Also BOTTOM STOPS

Send for Catalogue and Price List.

MANUFACTURED BY



LePage Door Check Mfg. Co.
237 Lansdowne Ave., TORONTO
PARK 1086

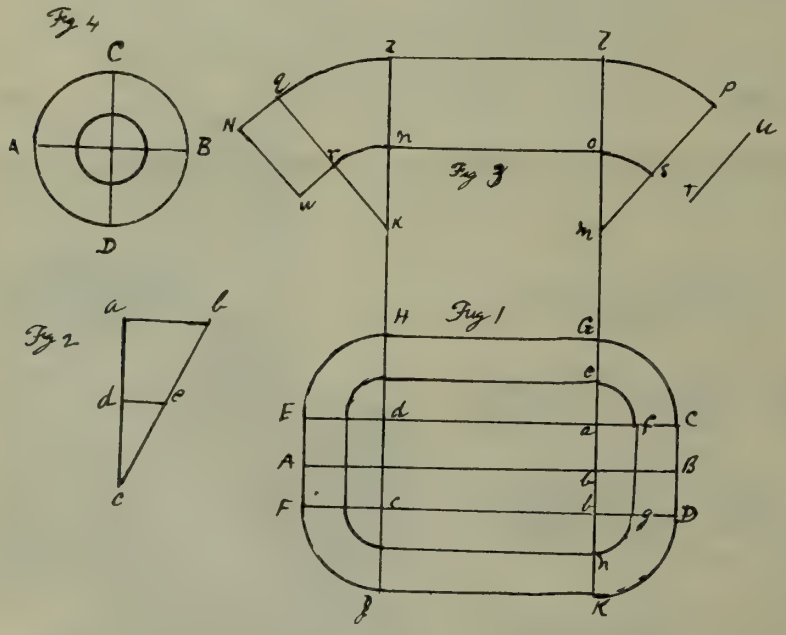
Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered By Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

PATTERN FOR TAPERING PAN.

To describe a pattern for an oblong tapering pan in two sections, let Fig. 1 be the size of pan required. Draw the lines EC and FD the distance apart required for the straight part of the ends. Draw HJ and Gk the distance apart required for the straight part of the sides. With the points a, b, c, d as centres draw the curves for the corners as at GC and ef, etc. Draw straight lines to meet those curves as at HG and CD and fg, etc., which will give the size of article at top and bottom. The line AB shows where the two halves meet for joining together in Fig. 2. Draw ab and ac at right angles.

Take the required depth from a to d (Fig. 2) and draw de parallel to ab. Then take the radius from a to G and mark off the distance from a to b, also the radius of the small curve from a to e (Fig. 1), mark it off from d to e (Fig. 2). Draw a line from b to e to cut the line ab. This line be gives the slant height of required pan. Make the straight part i to l (Fig. 3) equal GH (Fig. 1). The depth from in and lo in Fig. 3 to equal be (Fig. 2). Take the distance bc (Fig. 2) and mark off from i to k and l to m in Fig. 3. Take k and m as centres and radius cb (Fig. 2) and strike the curves ig and lp. Make the curves lp and qi equal in length to the curve CG (Fig. 1). Draw the lines pm and qk. With radius ce and centres m and k strike the curves os and nr.



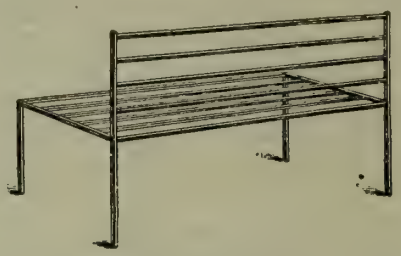
Draw the lines pu and st at right angles to pm, making pu equal to CB (Fig. 1). Draw ut parallel to ps and finish opposite end in similar manner. Edges must be allowed.

Fig. 4 shows two circles divided into four equal parts, ABCD, equal to the four corners of Fig. 1.—W. M. M.

FIRST USE OF ANTHRACITE.

Interest, during the recent celebration at Wilkes-Barre, Pa., of the one hundredth anniversary of the first use of anthracite coal for fuel, centred about the fireplace in which William Fell, proprietor of a country tavern in that city, on February 11, 1808, found that "stone coal," as it was termed in those days, could be burned. His discovery made, he called in his friends to "make a night of it," and no one went home while the good cheer lasted.

The news spread rapidly, and Fell's tavern was the Mecca of travelers in Eastern Pennsylvania for several years.



The Original Coal Burning Grate.

Persons came hundreds of miles to see the "show," went home and told their friends of the wonder, and it was necessary to keep the coal fire going summer and winter, to the great profit of the tavern keeper.

About 50 years ago the tavern was in such a tottering condition that it was necessary to demolish it, but the fireplace and chimney were left standing, and around them was erected the building of the Wilkes-Barre Historical Society, where have been gathered hundreds of relics of the birth and growth of an industry now producing over 70,000,000 tons of fuel per year.

It is reported that the P.M.R. and G.T.R. Companies are contemplating the erection of a depot at Chatham, Ont.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

BUSINESS CHANCES

GENERAL HARDWARE STOCK, — $4,800, in Ontario. A good town, having A1 farming section around it. Satisfactory reason for selling. Apply Box 751, HARDWARE AND METAL, Toronto. (42)

FOR SALE—General hardware business, stock about ten thousand, splendid investment, in Vancouver, B.C. Good reason for disposing of same. Apply Box 750, HARDWARE AND METAL, Toronto. (41)

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

AN EXTRA 1 PER CENT. PROFIT.—A National Cash Register will earn at least an extra one per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 postpaid.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid.

HOW TO MIX PAINTS—This treatise, prepared for the practical painter, shows not only how to mix paints but how to match a given color. Contents include Mixing and Straining Paints, Brushes, Tints and Shades, Color and Harmony, etc. Price 50 cents, postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc, Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY AND HIGHEST FINISH.

A. C. LESLIE & CO., LIMITED

MONTREAL

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street

MONTREAL

Write to-day, we need you and you need us.

IVER JOHNSON

SAFETY AUTOMATIC REVOLVER

We point to the difference between the positively and absolutely safe Iver Johnson Safety Automatic Revolver and the imitation near-safeties. *They* have some device *added to* them to make them near-safe. The safety feature of the Iver Johnson *Safety* is the firing mechanism itself—not some spring or button device to pull or press. That is why you can, in perfect safety—***not*** near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. ADVERTISED in all the big magazines and sportsmens' periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS

330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES

Hammer the Hammer.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

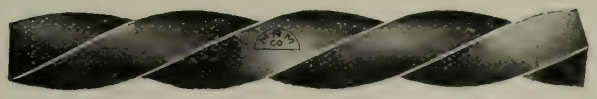
WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

ANNOUNCEMENT



COLD TWISTED STEEL BARS FOR CONCRETE REINFORCEMENT

We are now in a position to supply COLD TWISTED STEEL BARS in sizes ¼ to 1¼" in lengths from 6 to 38 feet.

This bar is the best yet produced for concrete reinforcement, its advantages over other bars being that of shape, which gives it great adhesiveness; increase in elastic limit of 60 to 100%, and from 20 to 35% increase in tensile strength.

THE MONTREAL ROLLING MILLS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc

Industrial Development.

A. S. Arnold, Shoal Lake, Man., is erecting a 30,000 bushel elevator.

Grafton & Company, Woodstock, Ont., will enlarge their premises by an additional storey.

J. Heighington, Wetaskiwin, Alta., will at once rebuild his laundry recently destroyed by fire.

The Sackville Woodworkers' Co., Sackville, N.B., has started work on its new factory at that place.

An office building and turning shop will be erected at the Canadian Spool Cotton Co.'s Works, Montreal.

A manufactory for the building of marine gasoline engines will be established at Kentville, N.S., shortly.

The addition to the power house of the Canadian Niagara Power Co. at Niagara Falls, has been completed.

The Pere Marquette Railway will erect repair shops at St. Thomas capable of accommodating fifty locomotives.

The Universal Spring Co., Sussex, N.S., intend enlarging thtir plant by the erection of a three-storey factory building.

The Highland Sampling & Reduction Works is the name of a new concern that will erect a smelter near Haileybury, Ont.

The Waltham-Ontario Oil producing Company, a United States concern, has been granted a license to operate in Ontario.

Wm. McKim, Toronto, will form a $100,000 company to operate a plant for the making of gas engines at St. Catharines.

The Tombyll Upholstering Co., Montreal, will erect a factory costing $10,000. to replace the premises destroyed by fire last winter.

That Vancouver will become a great mining centre is the prediction of the British mining engineers who recently visited Canada.

John Schadie has purchased the site of the old mill at Magnetawan, Ont., which was burned down some time ago, and will build a flour and feed mill.

D. S. McMullen, Chatham, on behalf of an American party, has submitted a proposition to the Guelph City Council relative to the establishment of a factory.

On October 21 the ratepayers of Waterford, Ont., will vote on a by-law to give $1,000 as a bonus and $10,000 as a grant to the Dominion Telephone Manufacturing Company.

The Ingersoll Nut Company has purchased the Canada Nut & Bolt Company, Niagara Falls, which has been in operation for a few months, and will remove the entire stock to Ingersoll, where the industry is located.

The smelting and refining plant at Trout Lake, Ont., is almost completed. Ten furnaces are ready for the treatment of ore. The plant will cost in the neighborhood of $500,000, and is the first of its kind erected in Canada.

The directors of the American Steel & Wire Company, of Illinois, a subsidary company of the U. S. Steel Corporation, completed the purchase of the Munroe Steel Works, at Winnipeg, and propose to erect a big plant there.

Municipal Undertakings.

A new waterworks system will be installed at Lumsden, Sask.

Verdun, near Montreal, will construct a modern waterworks system.

Halifax City Council has decided to borrow $10,00 for sewer work at that place.

When completed the waterworks at Yorkton, Sask., will have a reserve of 55,000 gallons.

The trunk sewer at Vancouver, which will be the basis of the Kitsalano sewerage system, is nearing completion.

A by-law has been passed by the ratepayers of Calgary authorizing the instalation of additional sewers in that city.

Willis Chipman, C.E., Toronto, has been engaged by the Weston Council to make a report on a possible water supply for the town.

A by-law will be submitted to the ratepayers of Vernon, B.C., for the purpose of authorizing the expenditure of $55,000 for the construction of a sewerage system.

Mayor Hall, Victoria, has recommended to the Council that a by-law be introduced authorizing the raising by way of loan of $150,000 for the instalation of a system of surface drainage.

The Peterborough Board of Works is considering the construction of a new outfall sewer on Park Street. Willis Chipman, consulting engineer, Toronto, has been engaged to report in this connection.

Blenheim, Ont., and the Iroquois Pipe Line Co., have come to an agreement whereby the company will supply gas for fuel to the town. The company will also heat the town hall, opera house, post office, and fire hall.

Building Notes.

A new post office will be erected at Walkerville.

An isolation hospital will be built at Moncton, N.B.

A new town hall will be erected at Dominion, N.S.

A public building will be erected at Emerson, Man.

A new school building will be erected at Tobique, N.B.

A public building will be erected at Plessisville, Que.

A new school building will be erected at Tynehead, B.C.

The Winnipeg Theatre, Winnipeg, Man., will be remodelled.

A new post office to cost $15,000 will be erected at Fairview, B.C.

T. Edwards will erect a residence at Vancouver at a cost of $12,000.

A new apartment block will be erected at Winnipeg by G. C. Mills this fall.

The question of a new City Hall at Sydney, C.B., is under consideration.

S. J. Kelley has the contract for building New Westminster's fire hall.

The Canadian Pacific Railway will build a new station at Sutherland, Sask.

The Bank of Nova Scotia will build a branch at Harbor Grace, Newfoundland.

The Port Arthur drill shed will be built midway between that city and Fort William.

The Michigan Central Railway will erect a new station at Welland in the near future.

Mitchell, Ont., has offered a site to the Government for the proposed new post office.

The congregation of Raleigh Township Church, Chatham, Ont., intend erecting a new edifice.

A Public School building will be erected in connection with the Normal School at London, Ont.

Companies Incorporated.

The Acme Stamping & Tool Works, Hamilton, capital, $40,000; to manufacture and sell hardware, sheet metals, screws, tools and machines. Provisional directors, E. P. Bowman, T. H. Barnard and D'A. Quick, all of Hamilton.

The Holmes Safety Blasting Compound Co., Toronto, capital $200,000; to manufacture explosives. Provision directors, J. E. Holmes, R. Cain, W. J. Hodgins, H. Brohm, Haliburton, Ont., and R. L. Cowan and R. E. Southby, Toronto.

The American Electric Furnace Co., Niagara Falls, capital, $50,000; to manufacture and deal in electric and other furnaces. Provisional directors, T. Rowlands, W. H. McGuire, F. W. Griffiths, A. J. Johnston and C. S. Peaslee, all of Niagara Falls.

The Sanitary Heating Co., Toronto, capital, $300,000; to carry on iron foundry business and engage in plumbing and gasfitting. Provisional directors, A. D. Watson, M. J. O'Keefe, J. W. Gerell, A. E. Henderson, J. Hales and J. Kynoch, all of Toronto.

The Corrugated Pipe Co., Stratford, capital, $25,000; to make and sell corrugated pipe. Provisional directors: W. Dawson, W. H. Burgess, T. J. Moore, M. M. Stone, E. Proctor, F. J. Benedict, T. E. Dawson, Sandusky, Mich., and E. Ball, Alpena, Mich.

The Holmes Gas Co., Selkirk, Ont., capital, $40,000; to construct and operate works for the production and sale of light, heat, power and oil. Provisional directors, J. W. Holmes, W. C. Holmes, O. B. Holmes, E. R. Holmes, Selkirk; J. W. Holmes, Jarvis, and C. W. Holmes, Ohsweken.

The Fleming Grate Bar Co., Ottawa, capital, $40,000; to manufacture grate bars, furnaces, boilers and machinery. Provisional directors, H. W. Chamberlain, J. R. Gardner, A. F. Chamberlain, J. B. Fraser, Ottawa, and J. M. Fleming, Iroquois.

News of the Paint Trade

HOW TO MAKE SALES.

If there are any unpainted or needing painting houses or barns in your town or in the radius of your town, consider them money which ought to be in your pocket. A man that allows those conditions to prevail around him is not an up-to-date paint seller, says the Paint, Oil and Drug Review. We will not listen to any argument that their inhabitants cannot be induced to paint. The results with paint are too pleasing, the cost and the labor too insignificant, and they themselves know it, to have any excuses to put forth. We warrant that nine out of ten cases for repair in any town have never been solicited by the dealer. That's a pretty rash remark, many might say. When a man wants to paint and is in condition to paint, he'll paint. No, a man is always in condition to paint, but the trouble is the majority have to be told to—and this is why.

Of course there's tact to be used in the way of calling attention to the needs of a house. On meeting Jim Gray down in town, whose house is one of the subjects, it would be quite unwise to say, "That house of yours, Jim, looks pretty bad," or "Why don't you paint that house of yours?" The best sentence of approach that we can think of is this: "Are you going to paint this fall, Jim?" That is a courteous question. It demands a courteous reply. A man that answers he "hasn't given it much thought," you have landed on the jump. The one you may have trouble with is he who says, "I know it needs it, Jones, but I think I'll put it off till next spring." Here is your reply:

"The wise man paints his house in the fall—did you ever know that?" "No; and why?" "There are five reasons, sensible ones and facts—listen."

Reasons for Fall Painting.

"In the first place, in the fall the surface is thoroughly dry. During the spring it contains dampness and moisture or frost, and it cannot be successfully painted until it has thoroughly dried out.

"Secondly, when the wood is dry it absorbs more of the paint; the paint penetrates deeper into wood, therefore gets a firmer hold on it, giving the paint coating more tenacity or holding quality. Here again the unsettled and damp weather in spring, with showers coming up at any moment, when paint, as you know, should have three days to dry, make it an unsafe proposition. Next, the protection that paint is to the house must be considered. A freshly painted house is absolutely impregnable to the winter elements. The winter is the time a house suffers, and it only takes two or three severe ones to put a needy house in terrible condition. As I said before, that coat of paint is absolute protection against any danger of the winter's moisture and dampness, and when she uncovers in the spring you see a house shining and resplendent as if she had just been painted.

"In conclusion, Jim, if a man only realized or could be made to believe, that every winter he left his house go through in a needy condition, that those few months were shortening the life of the house in years, you wouldn't see him putting it off."

With these words you can drop the paint talk. You have given him something to think about, and the best way is to let those things sink in. It would be inopportune to invite him over to the store, as a negative answer would detract from the upper hand you now have. He was impressed with your talk and he is going to think about painting—fall painting, too. Because of these results and conditions there need be no backwardness on your part to seek a further interview. Your road has been paved. The next best move would be a piece of night work. When he's at his work it is hard to approach him, and there is no necessity of waiting till you meet him again about town. A call after supper would be the proper thing and time. This is for displaying the color books, combinations, prices, amount of paint needed, etc. Your introductory word is, "That you thought he might be interested in seeing some of your new color combinations." To people never before interviewed this tip is not to be altogether recommended, but for those whom you have already talked to and know you have interested, it is the caper.

If you want to stock the VARNISH that will bring customers back to your store for more VARNISH, and tell their friends where to get good VARNISH, that VARNISH is undoubtedly

Elastilite Varnish

For Outside or Inside Use

In Tins only, ½ Pint to 1 Gallon.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

VALUE OF ADVERTISING.

Advertising is a wonderful aid to distribution, says J. H. Clapperton in the Hardware Trade. The public has learned that from a firm doing extensive advertising they can get a better quality of goods, a quality more standard and invariable than when they buy an unadvertised brand. The manufacturer cannot afford to depreciate his wares in the public mind.

These enterprising manufacturers want more than merely new accounts. It is not the first sale that tells. It is but a link in an endless chain. They know that their paints must have merit enough to be repeaters, and that is just where they are strong.

The heart and sole aim of any business is to sell goods and make money—to satisfy yourself and your customer, and to have a reliable source of supply, plus ready-made sales, is what all dealers are after.

The paint manufacturers who know their business never idealize. Their copy is not prepared to enhance the value beyond actual worth. They present clearly the strong points and build an appreciation rather than force a market.

The Building and Grounds Committee of Brantford have been getting estimates for the cost of erecting a new Collegiate Institute. It is proposed to erect a sixteen-room building with an annex of at least five rooms.

Paint and Oil Markets

MONTREAL.

Montreal, Oct. 9.—Trade continues to show the stimulation noted last week; and a good volume of business is going through. The seasonable weather which has set in has tended to improve the tone of the markets generally. Plenty of painting is now going on in the country districts, while with the continuance of the building activity in the large centres, the demand for all lines more than maintains strength. Dealers report a good call for ready mixed paints. Prices have not been changed this week, and all the way round there is a general feeling of steadiness.

TURPENTINE—Good business continues to be done, although the volume cannot be considered on the large size. Stocks carried do not seem to be heavy, but they are sufficient to meet the call. With nothing to disturb the market, turpentine continues to be quoted at 54c for single barrels.

LINSEED OIL—A steady demand for the time being keeps quotations at unchanged prices. Crushers and jobbers appear to have plenty of stocks on hand. There is no very special feature to the markets this week, and we continue to quote: Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c.

GROUND WHITE LEAD—A stronger feeling characterises the market, and some fair orders have gone through. Shipments are promptly made as stocks are in good shape. Quotations on round lots are the same, strictly pure being listed from $5.50 to $6, according to brand, and No. 1, $5 to $5.50. These quotations are strictly f.o.b. Montreal.

RED LEAD—Red lead is more active than it was, although the call is still on the light side. Stocks continue ample, and there is consequently no difficulty in meeting orders. We continue to quote: Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

READY MIXED PAINTS—These lines generally are meeting with a good demand, especially in the country districts. Barns and outbuildings are being redecorated, the bright, dry weather encouraging general painting.

WHITE ZINC—The zinc market is unchanged. Shipments continue to show improvement, but there is not enough feature to the market to have any effect upon prices. We quote: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

VARNISHES—Varnish, stains and enamels are in better demand. Western Ontario especially has proved a good consuming district. House, carriage, and piano varnishes are moving most prominently. Orange and white shellac are showing up well.

PUTTY—Putty has been stimulated, although the general volume moving does not appear to be so good as it should be. We quote: Standard putty, 800-lb. casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25, f.o.b. Montreal.

TORONTO.

Toronto, Oct. 9.—Fairly active about covers the general paint situation this week. There is no trade boom on, but the volume of business is pretty satisfactory. Glass and putty are the best sellers, and lead comes next. Mixed paint orders of a sorting-up character are coming in daily, and no one line can be said to be weak. Prices are unchanged from a week ago.

A new naval stores selling plant has been started in New York, and "The Naval Stores Marketing Co." is the name of a concern promoted by the Jacksonville Board of Trade, which is looking for expressions of views on the turpentine and rosin industries from the Canadian trader and consumer.

GLASS AND PUTTY—The best sellers just now are these two lines, some splendid orders having been placed during the week. Prices are unchanged, and will certainly not decline while present business holds good. Standard putty is at $1.65 for bulk and $1.90 for bladders in barrels; special is at $1.45 and $1.90, and pure linseed is at $1.80 and $2.05.

WHITE LEAD—Though the orders are not so large in bulk as in the spring and early summer, enough trading is being done to make this line a good seller. Genuine is at $6.25; decorators, $6; and No. 1, $5.65. Genuine red lead remains at $4.50 for cask lots.

LINSEED OIL—Notwithstanding the fine weather the demand for linseed oil has not been quite what was expected, though business has not been at all bad. Some Eastern dealers have been sending out circulars to the West, cutting the prices to some extent, and their offers of a cut in price have disturbed the trade to some extent. Local quotations remain at the old figures, 51c and 54c for raw and boiled in 5-barrel lots, with one cent more for single barrels. These figures are ex Toronto, 2c extra being added for outside delivery points.

TURPENTINE—This line still remains at the low price at which it has been selling for some weeks, and in some instances quotations even have been made at slightly lower figures, but the margin of profit that this allows over the actual cost of turpentine from the Southern States leads parties to wonder if the stock is pure. If it were not for the accumulations at Southern ports the wholesale price would certainly advance at this season of the year, and it may be that the next few weeks will bring an advance in price as the supplies coming forward now are de-

They will surely do business with you

If you sell "ENGLISH" Liquid Paints

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax

St. John Winnipeg

Marshall-Wells Co., Winnipeg

Distributors for Western Canada

Nothing but good in it

The contents of a can of paint should stand investigation. If pure materials are used and of the right sort, a fair test should show up its advantages. Apply any test to any can of

Moore's Pure Linseed Oil H.C. Paint

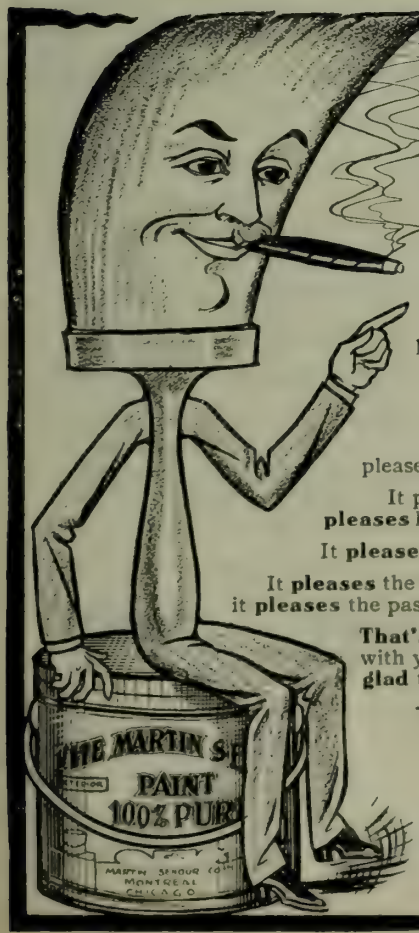
and you will be more than pleased with results. Our paint is made from the best and most lasting pigments combined with pure linseed oil and the very best liquid driers. Of course it cannot help but be good. And when you consider that with these unusual selling advantages you have the opportunity of making considerably larger profits from your paint sales than you have made before, you will readily understand why there is nothing but good in it for **you.**

More information? Why yes, just drop us a postal right now and we will be pleased to give you full particulars about our present paint proposition.

BENJAMIN MOORE & COMPANY, LIMITED

West Toronto, Canada. **New York, Chicago, Cleveland**

If you are not handling MURESCO, write us for prices and cards. It is superior to any other wall finish.



The Faculty of Making Friends

It's fine business brother, when you can make a friend of everybody that comes into your store. And it isn't so hard to do, either.

Take for instance the paint proposition. If a man comes into your store and you make a lot of promises that the paint don't fulfil—that man is going to find it out some day. And when he does—well—you'll lose more than one customer. But on the contrary, if the paint **"makes good"** you make a fast friend and gain a lot more customers—he'll tell his friends. You can't recommend Martin-Senour paint too highly. Say almost anything you want—make almost any kind of a guarantee. We'll stand back of you—and the paint will stand back of us.

MARTIN-SENOUR PAINT 100 Percent Pure

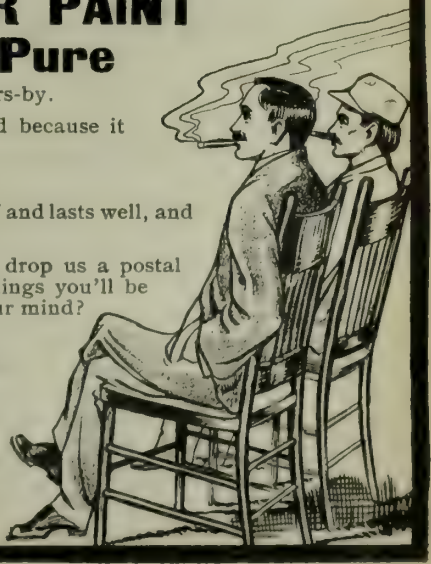
pleases everybody. Dealer, painter, house-owner and passers-by.

It pleases the dealer because he sells so much of it, and because it **pleases** his trade.

It **pleases** painters because it spreads so evenly and easily.

It **pleases** the house-owner because it does not crack, peel or wear off and lasts well, and it **pleases** the passers-by because its rich colors are a delight to the eye.

That's the kind of paint for you to sell Mr. Dealer. Just drop us a postal with your name and address on it. We'll tell you a few things you'll be **glad** to hear about. Won't you send it now while it's on your mind?



The MARTIN-SENOUR CO., Ltd.,

Pioneers of Pure Paint

Montreal **Chicago**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

creasing. Single barrels are 55c, and two barrel lots 54c.

STAINS AND VARNISHES—Fair and steady business is being done, but no big orders are coming in. Price quotations remain as in the past. Pure orange shellac is $1.95 and pure white is $2.

PETROLEUM—Continued increasing business is being done. Prices are unchanged and are likely to be so for some time.

MIXED PAINTS—While not very active, enough trading is being done in mixed paints to satisfy jobbers. The orders, though, are of the sorting-up variety.

PUSHING THE PAINT DEPARTMENT.

V. W. Hartman, in the Hardware Trade, writing on the apathy of dealers in pushing their paint department, says: It is not a difficult or impossible matter for a manufacturer to advertise his goods. He does advertise them and advertises them well. But in many, very many, cases his work in this direction, done on behalf of dealers selling his goods at retail, is in a large measure nullified by the very dealers he is striving to help.

Let us illustrate: The salesman for, say, a paint manufacturer, sells Jones, a stock of paints and finishes. Jones knows little or nothing about paints. His clerks know less. When the paints arrive and are unpacked, Jones finds a large case filled with color cards, display signs, booklets, catalogues and so on. All the information he requires to gain a working knowledge of the paint business is to be found right there. Does he take the time to study the literature it has cost the manufacturer thousands of dollars to prepare and have printed for his benefit? And does he see that his clerks glean such knowledge from the same source?

Sometimes, yes; sometimes, no.

Does he see that his paint stock is attractively, prominently displayed on shelves and in windows; that the advertising matter, furnished him with an abandon and prodigality that severely taxes the profits of the manufacturer, is conserved and placed in the hands of his customers?

Emphatically he does not in most cases.

It is a safe proposition to bank on that 75 per cent. of the dealers do not make use of 50 per cent. of the booklets, circulars, color cards and other forms of printed salesmanship supplied them. In almost any store can be found qualities of advertising matter of this kind stowed away, dust covered, in out-of-the-way places, to eventually find its way to the rubbish heap or bonfire. It never reaches the hands of the dealer's customers, and the effective work it is made to perform remains undone. Distinctly so much loss to the dealer, isn't it?

And after awhile Jones begins to wonder why he don't sell more paint.

How can he sell paint, unless he puts his shoulder to the wheel and pushes strong?

Jones, and many others, take the position that "I am not going to advertise paint. I can't afford to. Let the manufacturer advertise his own goods. Why should I do it, anyway?"

I'll tell you why.

Every retail dealer must advertise his business. It matters not what kind of goods he sells, he is forced to advertise if he expects to and does secure the patronage of the people in his community.

He handles numerous articles, that are widely exploited by the manufacturers. Yet how will people know he sells them unless he tells them he does?

People want, need, buy the kind of goods Jones has on the shelves of his store, but unless Jones wakes up and lets people know he is alive and in business, they will never cross the threshold of his store.

TO AID BUSINESS.

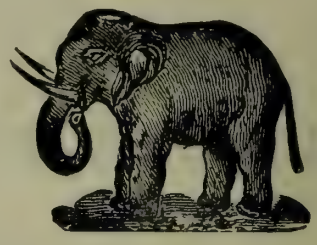
The time is now approaching, says Ore and Colour Trades Journal, when manufacturers of paints, etc., will have to do some making for stock, and prepare themselves for the opening of the new season in 1909. The winter, in a paint manufactory, is a suitable, if not the only, period when improvements can be quietly designed, and new things elaborated and perfected. The effect of a good novelty upon the general well-being of a firm's trade is often largely underrated, and the chances of profit on the novelty itself reckoned as the only matter worth considering. Hence it is that few long established firms apply themselves to the production of novelties; but remain content with a repetition of work which they have been doing during the whole of their existence.

One or two points in this connection seem worthy of attention. In the first place a novelty, apart from its profit-bearing capacity, is of very considerable value to the commercial traveler. One of the greatest difficulties in the way of the salesmen is that of gaining attention, and in latter days this special difficulty has been growing so fast that it has now assumed large proportions. The novelty gives the traveler his opportunity, and the man who has once got the ear of the principal of a business can usually, if he be worth his salt, obtain an order for something. As a pilotfish, therefore, for bigger business, the novelty is not to be despised.

And what is true about the manufacturing firms is quite as true in relation to the retailer. There is nothing more likely to bring custom than a good novelty; but, of course, it must be properly displayed. Our population is still very much like that of ancient Athens, and to see or to hear some new thing is always a motive sufficiently strong to bring people together. The difficulty, of course, about novelties is, if we may put it paradoxically, to find one that is new. The ground has been worked a good deal of late years, and the crop of novelties has been fairly large; but there is no doubt yet room for the exercise of ingenuity and the inventive

"HUMOR IS THE SALT OF LIFE"

The Chameleon may change its "colors" and the Ethiopian his skin, but the "Elephant's" hide is impervious to all climatic conditions.



The "Elephant" brand of Genuine White Lead is without a peer for Density, Brilliancy, Covering Properties, and Durability, The "Elephant" is the Hardwareman's favorite and the Painter's choice because it is the great "Multum in Parvo" White Lead - a great deal in a little space—

Small Keg—Much Paint!

THE

CANADA PAINT CO., Ltd.

MANUFACTURERS

Montreal, Toronto, Winnipeg

Aluminum Paint for Fall Decoration

It doesn't matter whether you want it for store fronts or for stove pipes, if you get the right kind it will stay where it is put and illumine and brighten everything it touches. Don't imagine there is only the throwing in of Aluminum Bronze to a liquid and giving it a shake that makes a good aluminum paint. It requires just the proper manipulation to do the thing right.

Ramsay's Aluminum Paint

is made in just the proper proportions to give the best results. Ramsay's Aluminum is used on some of the most prominent church steeples in Montreal and elsewhere. Every dealer should stock Ramsay's Aluminum Paint, because it answers for many purposes. It brightens and makes new every piece of metal or wood that it touches. There is no end of uses to which you can put Ramsay's Aluminum Paint.

LET US QUOTE YOU.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

QUALITY WILL TELL

There is no test like the test of time. If anything survives that test it shows infallibly that it has quality. That is, there is a reason for its existence and a pretty good one, too. This axiom is particularly true in its application to paint durability.

NEW ERA PAINT

has stood that test and come off with brilliant colors. The quality of New Era Paint shows through in every square inch of paint that is used. It's a really profitable idea to handle New Era Paint as its unusually high-grade quality and low price make it specially attractive to those customers who want paint satisfaction at a reasonable figure.

Our "repeat" order customers
we have always with us.

Standard Paint and Varnish Works Co. LIMITED
WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

Patented 1906.

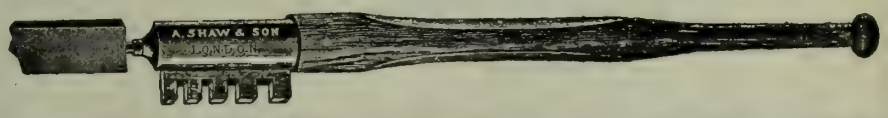
BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

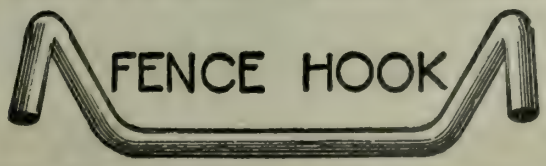
Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Now is the time of year when every householder looks to the cleaning and repairing of his home before the winter sets in. This is usually known as house-cleaning time, and following upon that busy period generally comes a request for "something" that will improve and brighten the appearance of his furniture and wood work. If you are alive to your interests and wish to ensure his being satisfied, you will offer him

LACQUERET

"GOOD FOR WOOD"

Lacqueret is made with soluble, permanent colors, combined with an elastic, hard drying and lustrous liquid. It possesses exquisite color richness, wears surprisingly, retains its color beauty for an exceedingly long time and is very easily applied. Lacqueret does not cloud nor disfigure the natural grain of the wood. It is thoroughly sanitary (being hard drying and non-porous) and produces a finish so elegant and durable that its excellence is conceded by all who use it.

Let us quote you prices.

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

ISLAND CITY

Paint and Varnish Works

The STRONGEST and BEST DRY COLORS manufactured are produced at our works on St. Patrick St., Montreal. They are superior in every respect to any imported. The largest users know that by buying Dry Colors "made in Canada" they save the duty, and they also know that satisfaction is assured when they get

"Island City" Pure Chrome Yellows
"Island City" Pure French Greens
"Island City" Pure Vermilions
"Island City" Pure Permanent Reds
"Island City" Pure Prussian Blues

P. D. DODS & COMPANY, LIMITED

264 St. Patrick St., MONTREAL

Why Have Bad Debts?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

They are Satisfied
You'll be, Too!

The Beardwood Agency

313 New York Life Building - MONTREAL

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

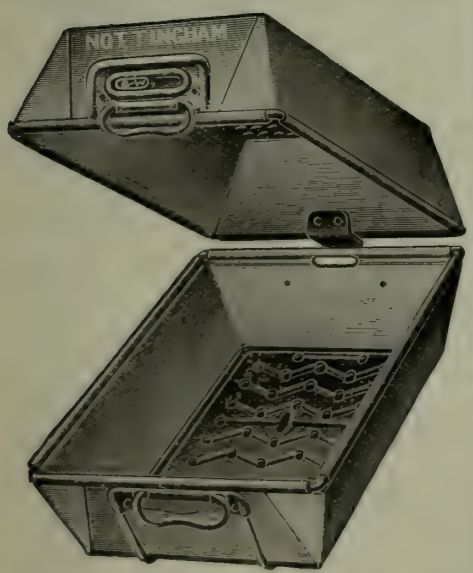
Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363



Strong, durable and convenient, with false perforated bottom and ventilator.

E. T. WRIGHT & CO. - HAMILTON

"BUSTER BROWN"

is the name of the finest line of Children's Express Wagons ever offered the trade. Besides making a strong durable and attractive toy, they can be made very useful around the house, store or home. They are made in several sizes, every one of them being a marvel of value at its price. No. 1, 1A, 2 and 3.

Prices gladly quoted you

The Woodstock Wagon & Mfg. Co., Ltd.

Makers of Woodstock Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs.

ESTABLISHED 1850.

JOHN HASSALL, INC.,

RIVETS,
ESCUTCHEON PINS,
SPECIAL WIRE NAILS.

OFFICE, 183 LAFAYETTE ST., NEW YORK
WORKS, CLAY AND OAKLAND STS., BROOKLYN

IN ALL METALS.

COVERT MFG. CO.
TROY, N.Y.

Chains
Halters
Horse Ties
Snaps of all kinds
Jacks

SQUARE COVERT BRAND

Square Brand of Harness Hardware

Look for this Trade Mark on all Genuine Covert Goods

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.

When writing advertisers kindly mention having seen the advertisement in this paper.

THE SHREWD DEALER

takes no chances on QUALITY when he is sure of HIS BASE OF SUPPLIES. Take the matter of ROOFING and ask any man if he wishes to take a chance on inferior or unknown brands. OUR GOODS ARE BACKED BY A GUARANTEE. Guarantee that they build and HOLD your trade, because IT'S IN THE GOODS known all over the Dominion for QUALITY. READY ROOFING, TARRED FELTS, SHEATHING, WRAPPING AND BUILDING PAPER. These are the Brands.

Tarred Felt, and Joliette and Cyclone Sheathing

IN Addition to QUALITY our PRICES are always RIGHT

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

October 10, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson' ....per lb...	0 09½
Hallett'	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch.........	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 60
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER. Per 100 lb.

Casting ingot...........	14 50	14 00
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz......		21 00
Plain, 16 oz,, 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base................		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 45	2 50
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 45	2 60
All bright "	3 50	3 60

Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60.................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 55	3 65	....
22-24 ..	3 95	3 80	3 75	4 05
26	4 20	4 05	4 15	4 30
28........	4 45	4 30	4 35	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. .... " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2 ..	....	18 75
Middlesboro, No. 3 pig iron..	18 50	20 25
Summerlee, No. 2 " ..	20 00	20 25
Carron No. 1	22 50	....
Carron ,special......	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron........	32 00	32 00
Angles........................	2 60	2 65
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel..........	1 90	....
Sleigh shoe steel............	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign).. .	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 25
Sheet cast steel......	0 15	0 15
Toe calk steel................	2 40	2 75
Mining cast steel....	0 07½	0 08
High speed	0 60	0 65
Capital tool steel............	0 60	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08½
Corona tool steel....	0 06½	....
Silver tool steel.............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C,14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, " } 6 75 7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	....	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 60	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Out sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 30 and 2. Toronto, 30 and 5.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10½	0 09½
Heavy red brass....	0 10½	0 10
" yellow brass	0 08½	0 08½
Light brass................	0 06	0 06
Tea lead........	0 02½	0 02½
Heavy lead................	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No.1	12 00	14 00
Stove plate................	11 00	10 50
Malleable and steel	9 00	8 00
Old rubbers....	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p.c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard, 65; Patent Quick - Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " ...... "	1 70
No 7 Fuller's...... .... "	2 00
No. 4½, " .... "	2 10

Patent Compression Cushion, basin cock, hot and cold, per doz., ... $16.20
Patent Compression Cushion, bath cock, No. 2208 .... 2 35
Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on August 1, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch........	2 03	¼ inch........	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 95
4 "	33 48	4 "	44 28

Malleable Fittings — Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 60, malleable bushings 60; nipples, 75 and 10; malleable lipped unions 60 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb...... 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½	per lb.	0 35	0 40
2-lb. or over	"	0 30	0 32

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19
Wiping........................	0 18	0 18

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked.......................	0 05½
Green copperas (green vitrol)........	0 01
Sugar of lead.........................	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins	pure.	....	0 08
Chrome yellow	"	....	0 16
Golden ochre	"	....	0 10
French "	"	....	0 08
Chrome green	"	....	0 09
French permanent green	"	....	0 13
Signwriters' black	"	....	0 15
Marine black, 25 lb. irons..........			0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

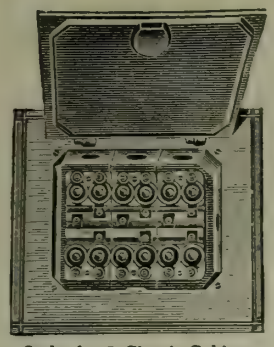
In bbls	1 00

PARIS GREEN.

Barrels........................	0 24½
25-lb. drums...........	0 25½

PIGMENTS.

Orange mineral, casks........	0 09
" " 100-lb. kegs	0 09½



Style A—6 Circuit Cabinet

LE MANQUAIS

SECTIONAL IRON CUT-OUT, SWITCH AND PANEL CABINETS

Meet all underwriters and inspectors requirements, cost no more than slate lined cabinets and can be installed in half the time.

Wooden doors shrink, swell and crack—Therefore use our iron cabinets.

Cut out that argument about bonding your circuits—Use our all iron cabinets and the bond is perfect.

The R. E. T. PRINGLE CO., Limited, MONTREAL, WINNIPEG.

PREPARED PAINTS.

	Quart	can
Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

Bulk in bbls	1 65
Bladders in bbls	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15
Pratt's astral "	0 17½
Castor oil, per lb	0 09½ 0 10½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 54 0 55
Linseed Oil, raw	0 51 0 52
" " boiled	0 53 0 55

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine government standard	5 50	6 25
Decorators Pure	5 85	6 00
No. 1 Canadian	5 15	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
" Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 75	6 75
41 to 50	5 10	7 50
51 to 60	5 85	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto. List 30 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 80
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 85

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 85
Light oil finish		1 30
Gold size japan		2 00
Brown japan		1 00
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Flatine floor finish, per gal		3 00
Elastica exterior finish, 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2.25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells 5 50 8 00
American, house bells, per lb. 0 35 0 40
Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fiore, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, bris., per gal	0 15
tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Cans and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad " cotton		2 10
Iron Clad " paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb	0 31

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 10

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	7 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.		
Canadian, 25 to 27½ per cent.		
Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz	4 40
" " 2, "	4 50
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz.		2 00	5 00

Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler's ....per doz.	1 00	1 85
Conductor's.......... "	3 00	15 00
Tinners', solid..........per set	....	0 72
" hollow......per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..........	1 00
Ivory, No. 1282, 2 foot, each....	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Disston's Crosscut ....per foot	0 35	0 55
Hack, complete..........each	0 75	2 75
" frame only........each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect..................	4 00
X-Cut Sets, "	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.	....	16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Steel, No. 14, 75 and 2½, doz..........	$23 00
Iron, No 492, "	1 85
" " 493 "	2 45
" " 494 "	3 25

TAPE LINES.

English ass skin, No. 921, 66 ft., doz.	2 85
Universal ass skin, No 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each....	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's, linen, No 1822, 66 ft. ea.	1 10
" steel, No. 1820, "	1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

Berg's, brick, 924x11	4 00
" pointing, 924x5..........	2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith......................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail...............		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross	9 00
" " ½ " .... "	10 00
" " ¾ " .... "	12 00
Leather, 1-inch ......per doz.	4 00
Leather, 1¼ " ...... "	5 20
Web................ "	2 45

HOES.

Garden, 50 and 10 per cent.

Planter............. per doz.	4 00	4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in, $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1. f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net.................	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent

Lock, Andrews'	4 50	11 00

STABLE FITTINGS.

Warden King, 25 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..............	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¾
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's......................		0 13½
Berg's, per lb......		0 12¾
Brook's......................		0 12¾
Pipe Vise, Hinge, No. 1......		3 50
" " " No. 2......		5 50
Saw Vise....................	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list) " " ⅜ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts..................	60
Bolt Ends....................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint......	70 and 12½

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 12½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller. $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4¼c. per lb.

NAILS.	Cut.	Wire.
2d..........................	3 80	3 25
3d..........................	2 85	2 95
4 and 5d..........	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails. 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.

Bench, wood ....per doz.	3 25
" iron .... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap. dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges..................	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.

Empire hockey sticks, per doz ..	3 00	3 50

CUTLERY AND SILVERWARE.

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's..............	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz	3 50

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Clauss Brand Ladies' Scissors

FULLY WARRANTED

Our Eastern Pattern Ladies' Scissors. This is an exceptional scissor, adapted for clean-cutting work where stiffness of blade is required. Hand forged from finest steel.

Ask for Discounts

The Clauss Shear Co., :: :: Toronto, Ont.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 5J and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper nitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 5J p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No 2 or 4 Plain Cold Blast per doz.		6 75
Lift Tubular and Hinge Plain, "		5 00
spanning, 50c. per doz. extra.		
Prism globes, per doz., $1.20.		

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinued, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "		8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 48	

Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. 2 80 Galvanized 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized. 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE.

BROOMS.

Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 " "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz.	10 55

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, 55 to 57½ per cent
Plate, discount 52½ to 57½ per cen

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09½
Pure Manilla	0 12½
"British" Manilla	0 10
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " manilla	0 09½
600 " "	0 11½
650 " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb., "		24 00
" 200 lb. and over		28 00

The most satisfactory Food Choppers on earth, considered both from your standpoint and the standpoint of your customers, are without question the

"GENERAL" and the "SHIRREFF" STEEL KNIFE FOOD CHOPPERS

The knives on these truly ideal choppers are self-sharpening, self-cleaning and absolutely non-rustable. They are made in four sizes, and can meet the wants of cottage and mansion alike successfully.

Write for Prices and Profits!

SHIRREFF MFG. CO., Limited
BROCKVILLE, - ONT.

The "Galt" Steel Shingle

Not the First Shingle but the first Perfect Shingle.

Handsome, easily laid and absolutely weather tight. Improved side and end locks—no notches and no cleats. Closed valley overcomes weakness of other locked shingles.

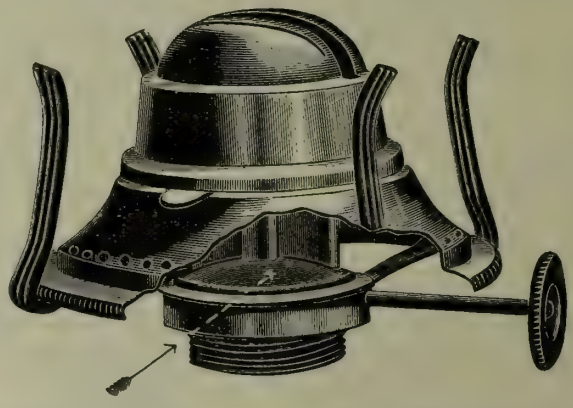
Ask us for catalog, prices and samples.

The Galt Art Metal Co., Ltd.
GALT, - - ONTARIO

TALKING POINTS FOR DEALERS

WELL WORTH CONSIDERING

On our BANNER, CANADA, ONTARIO and HICONE Lamp Burners



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire.

OURS DON'T

Manufactured by

ONTARIO LANTERN & LAMP CO., Limited, HAMILTON, ONT.

The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

W&B
TRADE MARK

Canadian Factory and Sales Office :

St. Catharines

Ontario

W & B CO
TRADE MARK

Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

LION
TRADE MARK
BRAND

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
MacGOWAN & CO., Vancouver, B.C.
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

Our Advertising Aids the Dealers

Our advertising in the leading Agricultural publications is done to post the people on the good points of Brantford Roofing. Also to discover those who will shortly require roofing for houses, barns, etc. The inquiries we receive for samples and booklets are turned over to the dealer so that he can secure the orders. We will, on request, assist you to prepare special advertising to meet your local conditions. Hangers, circulars, booklets, etc., will be given you for distribution among likely roofing customers. If our advertising plan appeals to you, write us for further particulars.

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

Chas. A. Sullivan - - - - - - P.O. Box 1053, Montreal, Que
General Supply Co. of Canada, Limited - 219-221 Bank Street, Ottawa; 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - - Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - - - Vancouver, B.C.
Imperial Export Co. - - - - - - - - - - Toronto, Ont.

Keep Your Gasolene Outdoors

STORE IT IN A BOWSER OUTDOOR CABINET

Cut 10—Outdoor Cabinet

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent. through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog 5445. It's free.

S. F. Bowser & Co., Limited

66-68 Fraser Avenue, - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.

HOPKINS & ALLEN

12, 16, & 20 Gauge Hammerless, Side Plate and Hammer

DOUBLE BARREL SHOT GUNS

Widely Known, Widely Advertised, Widely Demanded.

No other Gun has a stronger joint. No other Gun shoots better, sells better, or offers bigger profits to the dealer.

Get prices from your jobber this fall, and order a few guns. They're quick sellers and big profit makers—a line it will pay you to handle. They are the kind the majority of gun buyers look for—high quality, improved features and low prices.

For sale by all jobbers. List prices (11 styles) . $15.00 to $30.00.

Plenty of good advertising matter supplied free to all our dealers.

WRITE FOR OUR CATALOG

THE HOPKINS & ALLEN ARMS CO. Dept. 67 NORWICH, CONN., U. S. A.

Three Wheeled Farmer's Wagon and Stock Scale

Capacity 2,000 lbs. Platform 24″ x 36″.

This scale is designed to fill a long felt need for something more convenient and portable than the ordinary Four Wheeled Platform Scale which is awkward to move about and must be placed on a perfectly level floor to weigh correctly.

This scale will weigh correctly on an uneven surface and is very handy and easy to move about even with a load on it.

It is a great seller. We manufacture them by hundreds. Write for particulars.

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONT.

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

What's in a Name?

Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal

ROTARY STROKE ELECTRIC

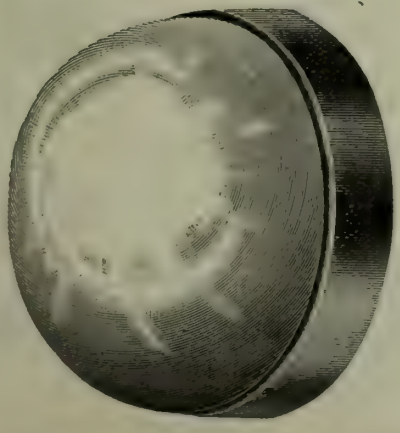
DOOR BELL and TURN

A very handsome, practical and saleable set.

This is only one of our many trade-catching door bell designs. Sold by all leading jobbers in the Dominion.

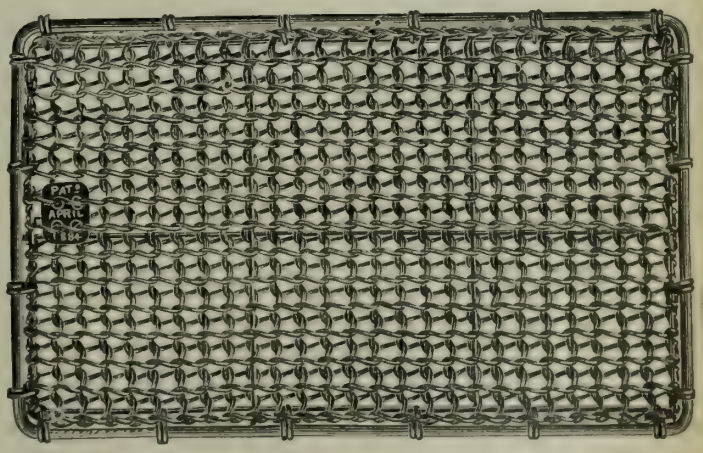
The BELLEVILLE HARDWARE CO., Limited

BELLEVILLE, - - ONTARIO



This excellent line is put up with **Bronze, Brass** or **Steel Turns, Steel** or **Bell Metal Conge.** Also with **Cast Bronze, Brass** or **Iron Turns.** Our full list is very attractive

Wire Door Mats



The cleanest, most durable and perfect sanitary Mat made.
Has been on the market for over 20 years.
All sizes and shapes made to order.
For stock sizes, see catalogue.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, ONT. MONTREAL, Que.

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

GILBERTSON'S COMET

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB, - 13 St. John St., Montreal

Sole Canadian Agent

W. GILBERTSON & CO., LTD. Makers, Pontardawe, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

SEYMOUR SHEARS

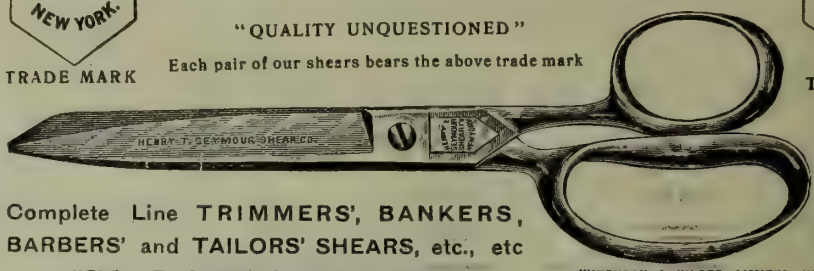
HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

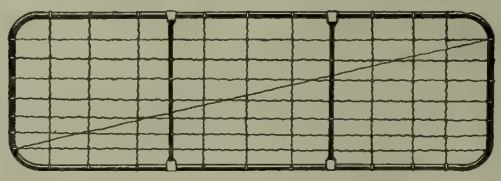


Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



INCREASED PROFITS

and satisfied customers will be yours if you push our wire gate here illustrated. It is built by experts and it is a perfect gate. As such it gives unending satisfaction.

WRITE FOR PRICES

OTTAWA WIRE FENCE & GATE CO.
164 Bank St., Ottawa
R. W. GRANT, - Manager
Wire Goods Makers

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

British America Assurance Company

A. D. 1833

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Head Office, Toronto

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CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

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THE METROPOLITAN BANK

Capital Paid Up,	*$1,000,000.00*
Reserve Fund and Undivided Profits,	*$1,241,532.26*

Courtesy with Prompt Attention.

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Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposits of one dollar and upwards.

Atkins Silver Steel

Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. MoNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthies part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN MCEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Now. Closes on May 1.

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

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Frothingham & Workman, Ltd., Montreal
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Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
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Bolts
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Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Box Strap
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Lewis, Rice, & Son, Toronto.
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Newman & Sons, Birmingham.
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Taylor-Forbes Co., Guelph, Ont.

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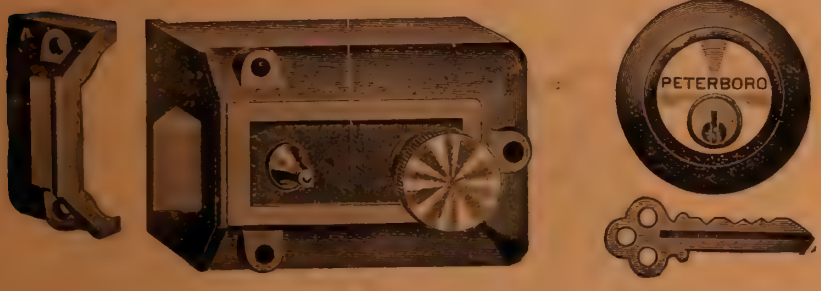

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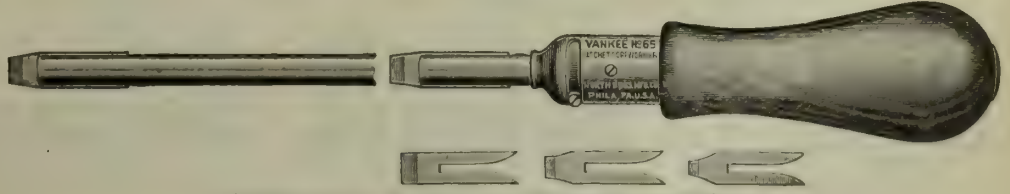

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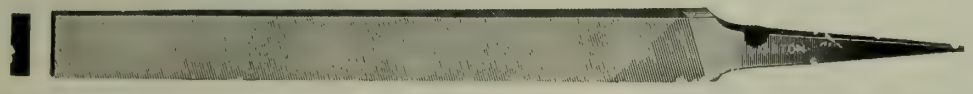

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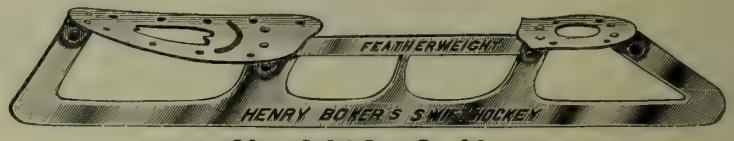
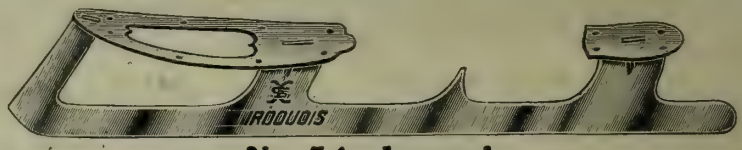


No. 3692 – Swift



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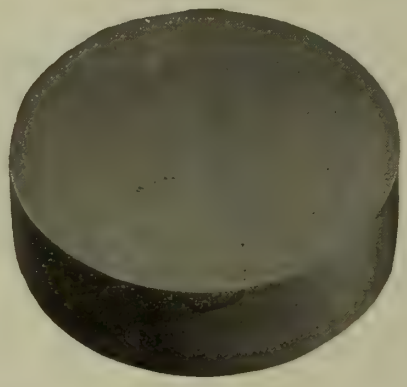
No. 402—Duchess



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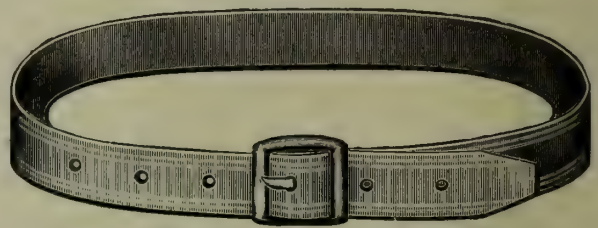

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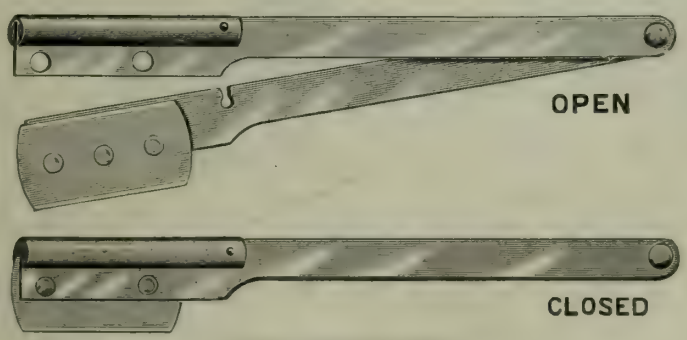
YALE SAFETY RAZOR AND STROPPER.

"YALE" SAFETY RAZOR SET.

The new one—the best one, a safety razor that is correct in principle—one that shaves with the **Freehand Shaving Stroke. Yale Safety Razor Set** comprises a Yale Safety Razor, a Yale Patent Stropper, and a set of three keen, double-edged Yale Blades, all conveniently packed in a handsome, velvet lined case. The Yale Safety Razor has but two parts, a handsome triple silver-plated holder, and a keen, finely tempered, rigid, double-edged blade. It is adjusted in a second and quickly cleaned. The simplest, cleanest, most convenient and economical safety razor ever invented. You don't need to throw Yale Blades away after use. The Yale Patent Stropper keeps them in perfect condition and makes them last indefinitely. **The Freehand Shaving Stroke** of the "Yale" gives a delightful, clean, smooth, velvety shave. The "Yale" does not require repeated scraping of the same spot, or cause smarting, burning, irritation and soreness of the skin. Every stroke cuts the beard clean and smooth.

You Don't need to throw away your Razor Blade after using.



Vim Stropper keeps the Safety Razor Blade in perfect condition.

"VIM STROPPER"

Nickel Plated for Stropping Double Edge Safety Razor Blades. One dozen in a box.

For other Safety Razors and ordinary Razors see our Cutlery Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

Our Prices are Right

GRAHAM NAILS ARE THE BEST

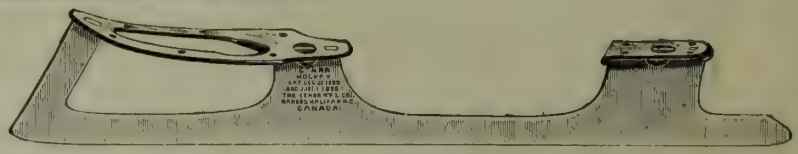
We Ship Promptly

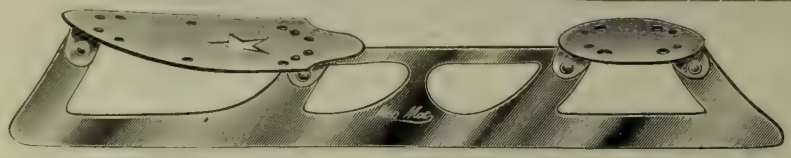
Factory: Dufferin Street, Toronto.

SKATES

No. 90. "Halifax" Pattern Skate, made in plain and nickel plated. Sizes 7½ to 12 in. We carry extra parts.

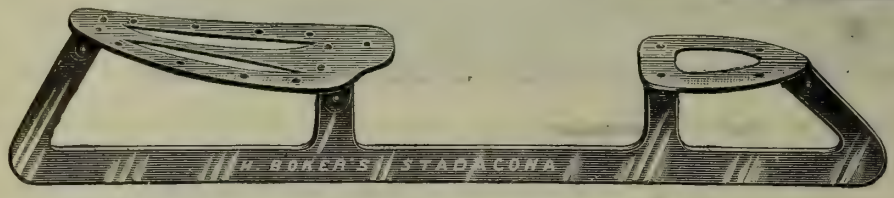
No. 132. "Star" Hockey Skate, straight steel runners, nickle plated. Sizes 9 to 12 in.





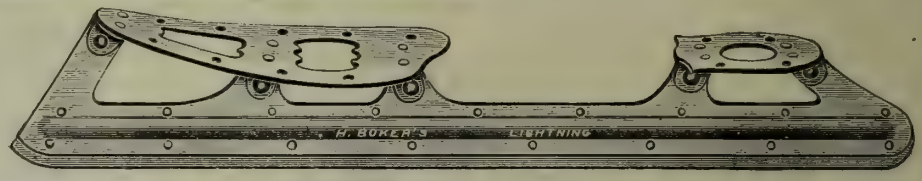
No. 129. "Mic-Mac" Featherweight Hockey Skate, double end runners, full nickel plated and polished on copper. Sizes 10 to 12 in.

No. 1414. Ladies' "Beauty," best quality. It is the most popular ladies' skate sold. Has nickel plated, curved, concaved, tempered steel runners. Sizes 8 to 10 in.



No. 4597. "Stadacona," one of the best nickel plated steel double end hockey skates made. Sizes 10 to 12 in.

No. 9597. "Meteor" Hockey Skate, full nickel plated and polished. Sizes 10 to 12 in.



No. 116. "Norwegian Racer," made in aluminum and nickel plated finish. Sizes 10 to 12 in.

Write for Prices

We carry only the best of German and Canadian Makes. Drop us a line before giving your order.

Ask our Travellers to Show You Samples and Quote Prices.

See our general catalogue for many other styles.

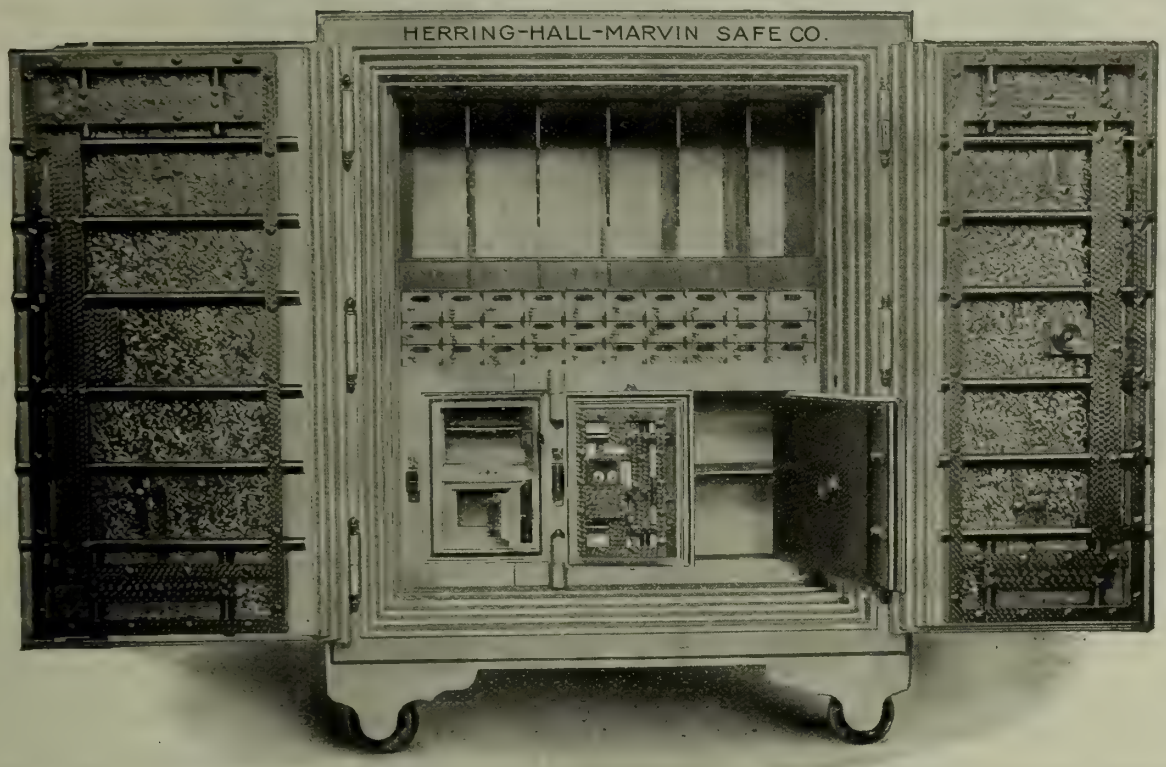
FROTHINGHAM & WORKMAN, Ltd.

F.&W.

Wholesale Hardware and Iron Merchants

MONTREAL - - CANADA

F.&W.



THE CANADIAN SPECIAL

THE FINEST SAFE BUILT

Wouldn't you

have a greater feeling of security if you knew your funds, documents, etc., were protected in a safe that is safe?

HERRING-HALL-MARVIN SAFES

are safe.

They embody ***22*** Distinctive Features, the real value of which any thinking man will appreciate.

Investigate their merits before you buy a safe, then you will have no need to do so later.

THE CANADIAN FAIRBANKS CO., LTD.

MONTREAL

TORONTO ST. JOHN, N.B. WINNIPEG CALGARY VANCOUVER

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL AND TORONTO

WORKS at LACHINE

Annealed Hay Baling Wire and Bale Ties

We have a good stock of nice blue wire—and can make prompt shipments.

also

Wire Nails—Wood Screws—Bright Wire Goods

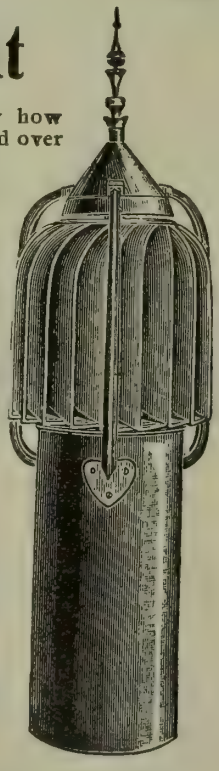
The quality of our goods is equal if not superior to any other make.

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



Aeolian Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903

Canadian Pacific Railway Company.

Messrs. J. W. Harris Co., Limited,

7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,

E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED

General Contractors and Manufacturers

MONTREAL

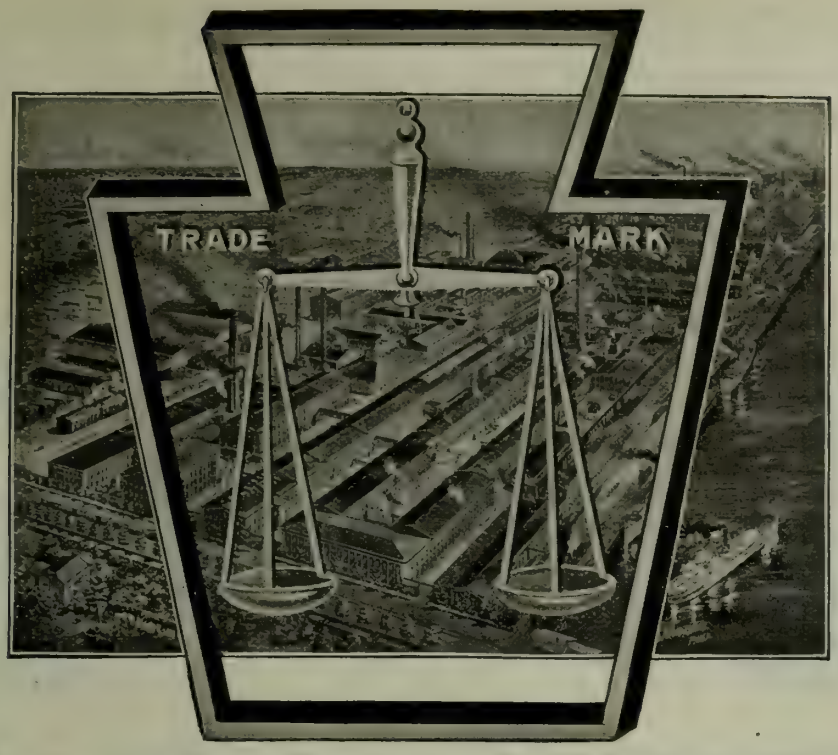
New Style H. & C. Side Wall Register.

BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

HART & COOLEY CO., Booth St., New Britain, Ct.

Disston Saws



The largest Saw Manufacturing Plant in the World and its Trade Mark—EMBLEMATIC of the Principle upon which the High Reputation for Quality, Workmanship and Utility have been built.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

If you buy the right goods they will sell themselves—Particularly true of

"Enterprise"

Food

Choppers

Best Made

Best Known

Best Liked

Best Advertised

This picture shows the graceful lines and strong simplicity of the

"ENTERPRISE"

POINTS

A capacious hopper that holds more, instead of less, than it appears to hold

A perfect cutting mechanism

A tight, true feed screw

Double tinned

Four knives with each machine

THE ENTERPRISE MFG. CO. OF PA.

Philadelphia, U.S.A.

ESTABLISHED 1840

Put in a stock of

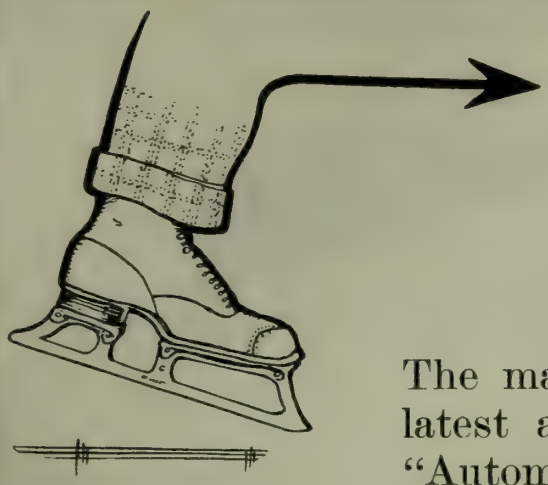
NELSONS' "PANSY BROOM"

Order direct from the makers

H. W. Nelson & Co., Ltd.

Toronto

AGENTS: W. PORTEOUS JACK, 1256 Robson, Vancouver.
GEO. PEATT & CO., P. O. Box 466, Winnipeg. Man.
J. R. BAXTER & CO., 102 St. Antoine St., Montreal.



Speed Without Fatigue

The modern skate—six to twelve ounces lighter than any other made.

The man or woman who desires to have the latest and best in skates must ask for the "Automobile."

The dealer who's looking to increase his patronage must handle the "Automobile" skate.

The "Automobile" skate is made with an aluminum alloy top and a nickle steel blade. It's the lightest and strongest proposition on the market to-day. This is our top line and we follow it with some splendid all steel lines such as the "Cycle."

Write for new catalogue and information

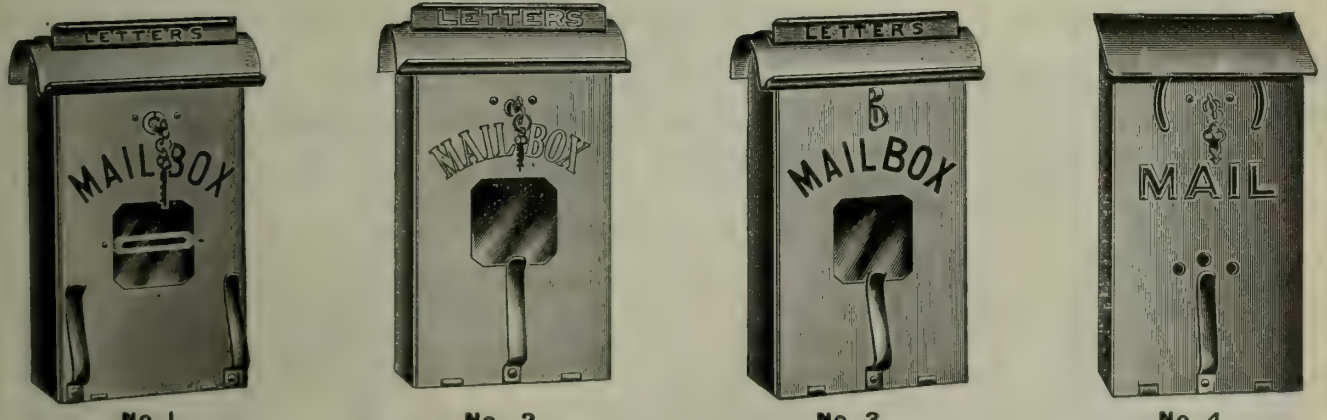
The Canada Cycle & Motor Company LIMITED

Head Office and Works, WEST TORONTO

A FULL LINE OF

20TH CENTURY

MAIL BOXES



No. 1 **No. 2** **No. 3** **No. 4**

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

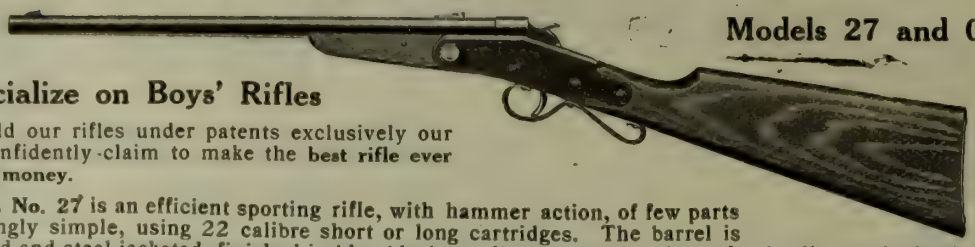
61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

H. BOKER & CO.'S "EDELWEISS"

Perfection in the Art of Razor Grinding and Honing.

Every Razor Absolutely Perfect in its Shaving Qualities.

H. Boker & Co.'s Tree Brand Razors are known the world over as Highest Grade, and are noted for their superior shaving qualities. Every blade hand made from the very best quality bar razor steel, tempered by our own process. Perfectly ground. Honed and set ready for use. Every razor guaranteed.

Write for our Free Book, "Some Pointers for Gentlemen Who Shave Themselves."

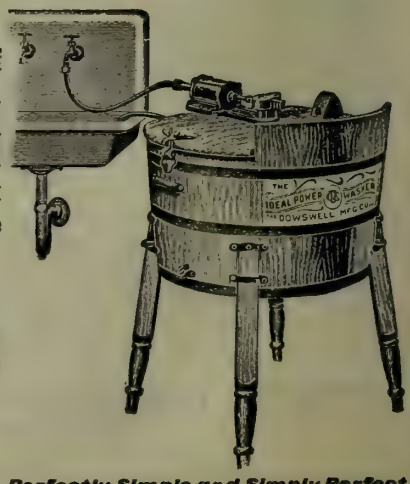
McGILL CUTLERY CO., Regd. **P.O. Box 366, Montreal**

The NEW CENTURY WASHING MACHINE and its ONLY RIVAL

FOOD FOR THOUGHT

If you don't know The Dowswell line of **up-to-the-minute** Washing Machines, Wringers and Churns, you don't know all you ought to know about a good thing. Our Trade Mark is not a big thing to look at, but it is a mighty big thing to help tide over dull times.

THEY'RE SIMPLE and THEY'RE CERTAIN



The Dowswell Mfg. Co. Ltd.

HAMILTON, - ONT.

Agents:

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.

Harry F. Moulden, 290 Garry St. Winnipeg, Man.

Perfectly Simple and Simply Perfect

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

BUYER'S GUIDE

To the Hardware Trade

The 1907 Edition, **Canadian Industrial Blue Book**, is sold. The 1909-10 Edition will be $5.00, subscription only. No extra copies will be published.

THE MANUFACTURERS' LIST CO.,
Witness Press, MONTREAL

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

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"PLIC BOOKS"

For making carbon copies of your letters and orders. Write for information.

THE CARTER-CRUME COMPANY, Limited
445-447 King St. W., Toronto, Ont.

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FEED COOKERS

A good line to handle. Write us for full particulars and prices.

James & Reid, Perth, Ont.

POOD COOKER

Tank directly over fire heats quick with little fuel. Safe—can be placed anywhere a stove can. Very satisfactory. Used for many purposes. Prices low. write us

The Steel Trough & Mach. Co. Ltd.
Tweed, - Ontario

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

OUR SPECIALTIES

for this month are: Asbestos Stove Pipe Thimbles, Gas Heating and Cooking Stoves Combined, Four Styles Heating Drums, Air Tight Heating Stoves, "Nestable," Four Styles Ash Sifters, Three Styles Toasters and other good specialties, all Hardware Stores.

THE COLLINS MFG. CO., TORONTO.

METAL STAMPING.

STEEL STAMPINGS

We design stampings to replace castings of all kinds. Send sample for estimate.

ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

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The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

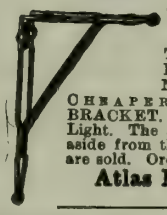
SHIP, YACHT & BOAT FITTINGS

Davey's Patent Windproof Ship Signal Lamps

Ship, Yacht and Boat Fittings of all kinds.

DAVEY & CO., 88 West India Dock Road, LONDON, E., ENG.

SHELF BRACKETS.



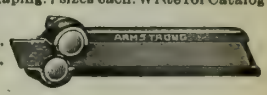
Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

TOOLS.

ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U. S. A

VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
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Crescent Wire and Iron Works
KINGSTON, ONT.

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
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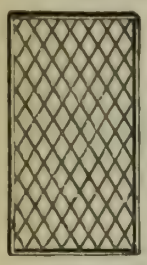
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"

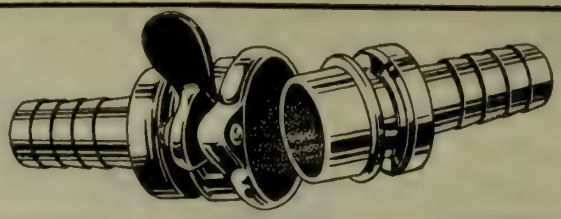


Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Spark Guards and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

THE CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.



SIMPLE QUICK CERTAIN

are some of the points that will be appreciated by those users who buy

The Time-Saver Hose Coupler

It works easily and instantaneously—just a pressure of the thumb and you have an absolutely WATER-TIGHT joint

Let us send you our price list.

The Time Saving Coupler Co., Limited
166 Bay Street - - TORONTO

When in the market for

GLUES, GELATINES, SIZE, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

WHEN YOU ARE BUYING FITTINGS ORDER

"DIAMOND" BRAND FITTINGS

as you will make no mistake in getting the best. "Diamond" Brand Fittings are guaranteed absolutely free from flaws or imperfections of any kind.

LOOK FOR THE TRADE MARK "DIAMOND"
IT IS YOUR PROTECTION AND OUR GUARANTEE.

OSHAWA STEAM & GAS FITTING CO., Limited
WHOLESALE ONLY
OSHAWA, - CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal
Sole Agents for Canada.

Canada Foundry Company, Limited

14-16 KING STREET EAST

Montreal, Halifax, Ottawa, **TORONTO, Canada.** **Winnipeg, Vancouver, Rossland.**

MANUFACTURERS OF

Power Appliances of all Kinds

Complete Power Plants, Steam, Gas, or Electric.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

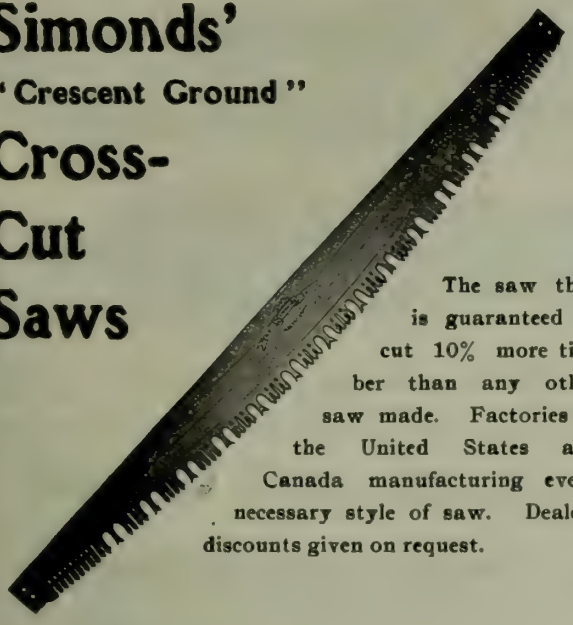
SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Toronto, Ont. St. John, N.B.

Cider Mills and Presses

Order now and be ready for the demand.

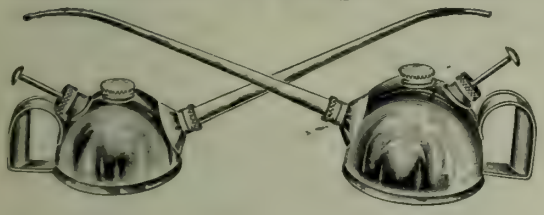
Circulars and prices will be sent by return mail.

Send us your enquiries for

Drilling Machines, Forges, Weeelbarrows, Washing Machines of All Kinds, Butter Workers and Shipping Boxes, Blacksmith's Machine Tools, Wagon Skeins

The London Foundry Co., Ltd.
LONDON, CANADA

Howland Pump Oilers



For sale by all Jobbers in Canada.

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois

The SHOOTING SEASON

always creates a big demand for Ammunition. The DEMAND for the Ammunition of

F. Joyce & Co., Ltd., of London, Eng.

is greater than ever before. Why? Because its QUALITY is right and its merits are known to the consumer all over CANADA.

Stock Nitros, Walthams, Ideals and Ballistites

There is profit in it for you and PRESTIGE for your store in selling these.

J. H. ROPER, 85 St. Francois Xavier St., MONTREAL
SOLE AGENT FOR CANADA

Amatite ROOFING

TRADE B MARK

Weimer Chain & Iron Company, Lebanon, Pa., Roofed with Amatite

FIGURE IT OUT

DEALERS sell Amatite Roofing with their lead pencils. They can prove every time to the hesitating customer that a roofing of Amatite's great weight at Amatite's low price with Amatite's "no paint" mineral surface is cheaper in the beginning and cheaper in the end than any kind of painted roofing.

It's a matter of cold figures—cold facts.

The dealer doesn't have to argue; he only fills out an estimate and lays it before the doubter side by side with the estimate for the roofing that is going to demand painting every year or two and won't last as long as Amatite even then.

Amatite needs no painting.

The mineral surface is better—more permanent than many coats of paint and more satisfactory. The dealer that likes to "stand behind his goods" will be proud of the service Amatite gives. And we, in turn, "stand behind" the dealer, with the biggest advertising campaign in the roofing trade.

The Paterson Manufacturing Co., Ltd.

Toronto Montreal Winnipeg St. John, N.B Halifax, N.S.

"Initiative" Revolution Counter

Will register from 0 to 10,000 in either direction.

Is easily set to zero from any number

Count is read like an ordinary number.

Schuchardt & Schutte

91 Youville Sq., - Montreal

New York, London, Shanghai, Berlin, Vienna Stockholm, St. Petersburg, Copenhagen, Budapest

IDEAL XMAS PRESENTS

Every tool guaranteed made in England.

NOVEL, GOOD AND USEFUL

To retail at prices within the reach of everyone. Made in 5 sizes viz:

The Schoolboy - -	15 x 4½ x 2 inches	6 tools
The Student - - -	17 x 4½ x 2 "	10 "
The Apprentice - -	18½ x 5 x2½ "	15 "
The Gentleman - -	19 x 5½ x 3 "	18 "
The Household - -	27x 7½ x 3 ¼ "	22 "

Made only by

SPEAR & JACKSON Ltd. Aetna Works, Sheffield, England

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

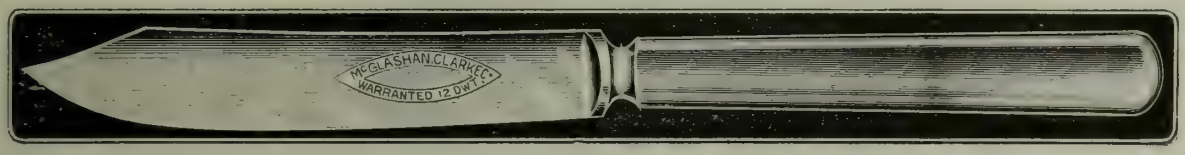
Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

FRUIT KNIVES

Plain 12-dwt. quality
Put up 1-2 dozen in white satin-lined boxes



All knives bearing our stamp can be absolutely depended upon for quality and wear. They are made from the finest quality of English cutlery steel and we guarantee them full weight. They are finished with utmost skill and carefully hand burnished, which is the most durable process of finishing.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 117 d'Youville Sq., Montreal, Que. N. F. GUNDY, 61 Albert Street Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG LIFE

Copper Hardened

BABBITT

Copper Hardened

LONG LIFE METALS

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb. **Write for Booklet**

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

You, Mr. Retailer

are the man to whom we want to talk. Every year in the building trade you have seen large, profit-bearing contracts for **structural steel** go to the other man simply because you **thought** you were unable to supply the demand. That was an actual loss of money to you. You could'nt afford to lose it then—still even less now. Get in touch with the local contractors and architects and their plans; and we will supply you with information and close quotations on high-grade **structural steel** that will materially help you to secure profitable business.

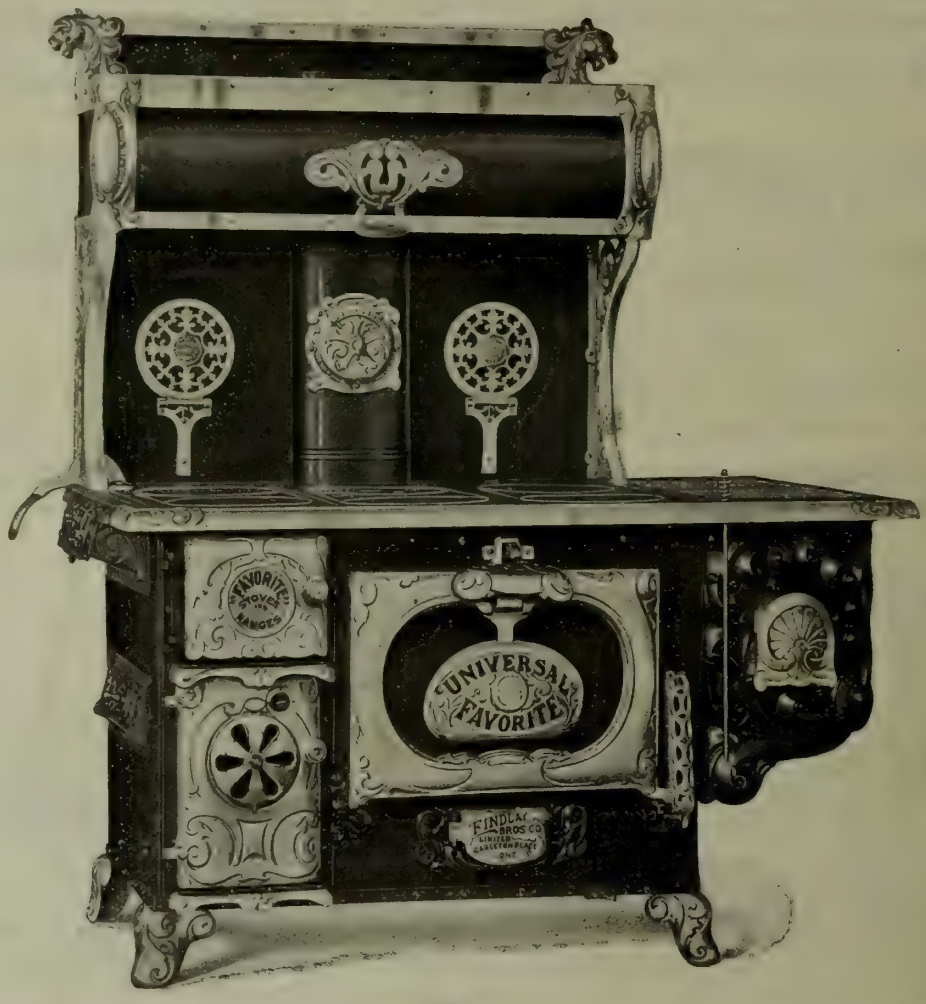
Hamilton Bridge Works Co., Limited, Hamilton CANADA

Elections Come and Go Governments Rise and Fall

But the UNIVERSAL FAVORITE Steel Range never changes in the opinion of the DEALER who sells it or the PEOPLE who use it.

Every DEALER who is selling the UNIVERSAL FAVORITE is as Busy as a NAILER this fall.

If you are not in the procession get in quick by ordering a sample of this Wonderful Range.



We make Steel Ranges and Cast Ranges at all kinds of prices and Heating Stoves of every description and carry a complete stock at all our Branches and Agencies.

FINDLAY BROS. CO., LIMITED

Head Office and Works:
CARLETON PLACE, ONT.

Branch House:
309 Elgin Ave., Winnipeg, Man.

Distributing Warehouses:

220 Eighth Ave. West, CALGARY, ALTA.
In charge of THE W. P. MILLER HARDWARE & HEATING CO.
178 Victoria Street, TORONTO, ONT.
In charge of STEWART & CO.

Wholesale Agents:
REVILLON BROS., Edmonton, Alberta.

Good Cheer Steel Plate Ranges

Rival "Good Cheer"

Steel Plate Ranges

Dimensions—Top, without end shelf, 35x27 inches; Height, on feet, 32 inches, Wood fire-box, 8½ x 24½ x 9 in. depth; Fire door, 7 x 7 inches.

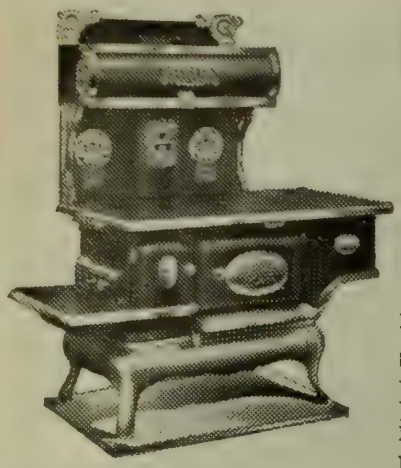
Polished steel body, square oven, pouch feed, lever lift front top section, all cast linings, duplex grates removable without disturbing linings or waterfront, no back grate rest to burn out, large ash pan, and detachable encased contact reservoir.

The Rival has been constructed to meet the call for a first-class steel range of attractive design, substantial construction and medium weight. In designing this range most careful attention was given to the correct distribution of the metal, and it will be found in the RIVAL that it is just heavy enough to be strong, durable and lasting; that where the most wear is the parts are sufficiently strengthened and that, owing to this saving of any unnecessary weight, we are enabled to offer it at a very moderate price, and the laid down cost in any part of the Dominion will be found so favorable as to make it a most desirable line for a dealer to handle.

The RIVAL is made with 18 and 20 inch ovens and in the usual combination of shelves, high closet, waterfront, etc., and with square base or on feet as shown.

The James Stewart Mfg. Co. Ltd., Woodstock, Ont.

WESTERN WAREHOUSE:—JAMES ST., WINNIPEG, MAN.



EMPIRE STOVES and RANGES

ARE THE LEADERS FOR PROFIT

THE EMPIRE QUEEN RANGE

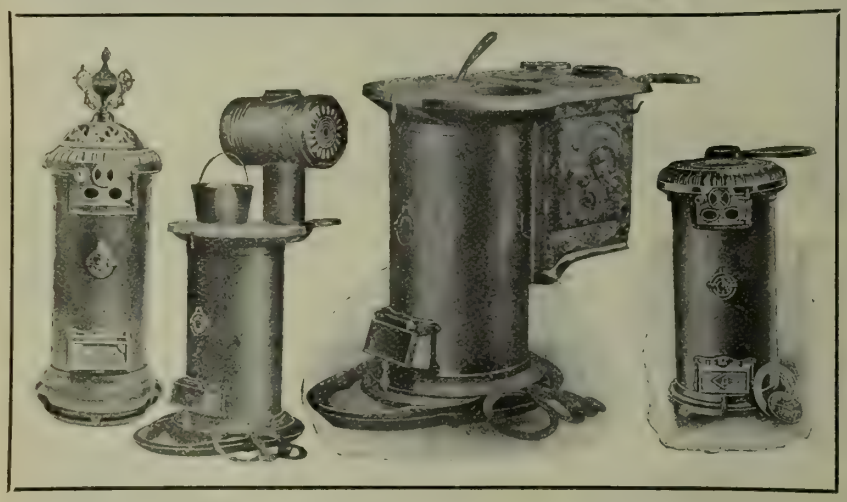
is by long odds the best iron range on the market. Perfect in construction. Special baking draft forcing heat twice around oven. Latest Duplex Grates, separate grates for wood, simple and easily interchangeable. Castings are smooth, well-proportioned and flawless. Deep ashpit so constructed that no ashes can fall outside the ashpan. Handsome nickel trimmings easily cleaned. Heats water quicker than any other range on the market. Made in eight distinct sizes, handsome in design, strong and durable, suited to the various popular requirements.

FALL BUSINESS IS HERE. GET OUR LIST WITHOUT DELAY.

Canadian Heating and Ventilating Co., Limited

OWEN SOUND - ONTARIO

Selling Agents: Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.



Tortoise

Heating and Cooking STOVES

Slow But Sure Combustion

No Grate to Burn Out.

Lined With Fire Brick Throughout.

Pot Hole With Reducing Ring Cover.

The most complete line of Tortoise Stoves on the market. More than 15 different styles and sizes.

SEND FOR FURTHER PARTICULARS NOW.

The JAMES SMART MFG. CO., Limited

WINNIPEG, MAN. BROCKVILLE, ONT.

"Mic-Mac" Skates

If there is a skate made that is equally as good for rink as it is for hockey, then that skate is certainly the "MIC-MAC." This skate is one of the most popular of all the hockey skates made by this company. Its sales have been the largest and are yearly increasing. This proves it the correct thing for hockeyists and skaters.

Starr Manufacturing Co., Limited

DARTMOUTH, N.S. Branch: TORONTO, ONT.

"Mic-Mac" Skates

It is largely used both in Canada and the United States, and those who use it are enthusiastic over its good qualities. Highly finished, welded and tempered. Made very light and able to stand up to the hardest work you can give it. We make the "MIC-MAC" in several patterns. Our 1909 Skate Book will tell you all about it. Write for a copy—it's free.

Starr Manufacturing Co., Limited

DARTMOUTH, N.S. Branch: TORONTO, ONT.

Davidson's "Premier Royal"

The very embodiment of a Perfect Cooking Range

Combines attractiveness with many up to date features : :

Duplex Grate
Detachable Guard Rails
Large Ventilated Oven
Extra Large Fire Box
Heat Indicator
Simmering Cover
Smooth Castings

Made in three sizes and seven styles.

Show a "Premier Royal" to your customers

and you will have no need to talk all day to make a sale

Cut illustrates Style F with steel high closet.

WRITE FOR DESCRIPTIVE CATALOGUE

The Thos. Davidson Manufacturing Co., Limited

Montreal and Winnipeg

We ASSIST YOU

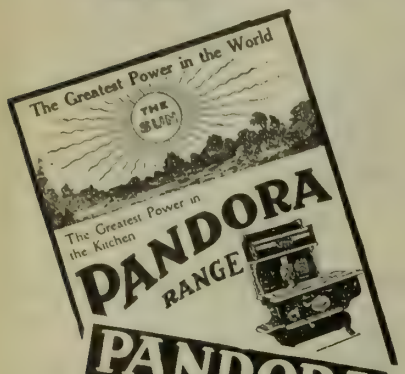
and for that reason the

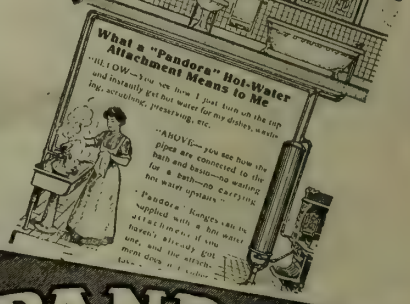
"Pandora" Agent

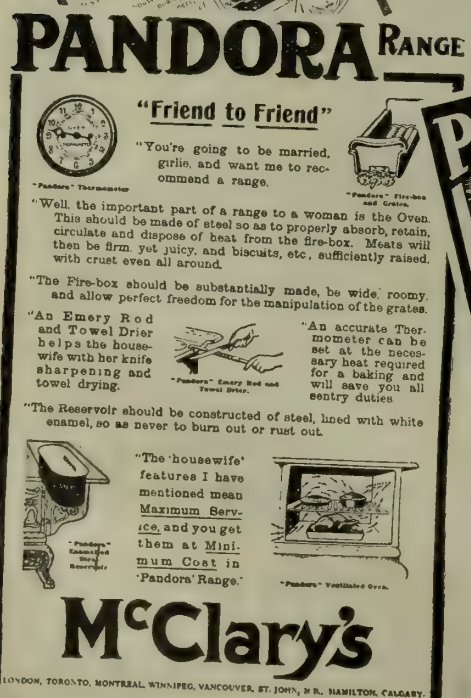
is helped over the many sales difficulties contingent on a line of stoves the public know nothing about.

Our big advertising appropriation makes the "Pandora" agency desirable.

Are you getting full advantage of this?



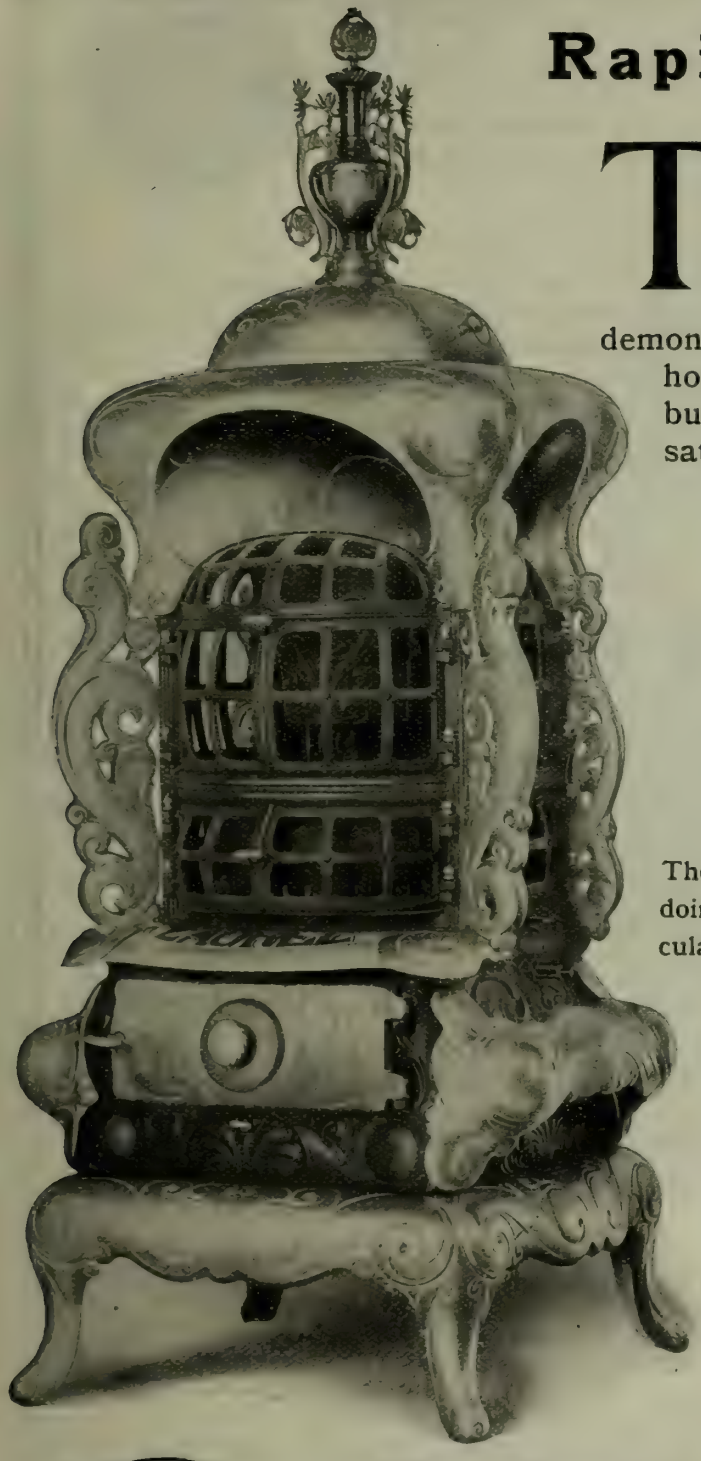




LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON, CALGARY.

Another GURNEY-OXFORD

Rapid-Fire Seller



TIME now to push base-burners, hard—and the one pictured here is the one it will pay you best to push hardest. Five minutes talk to any prospective buyer, with this heater's merits to demonstrate, will make more sales than an hour's hard trying with any other base-burner there is. For quick sales and satisfied customers you cannot get past the

Oxford Art Laurel

"300 Series"

The principle of flue construction used in this heater, doing away with flue strips, and aided by the hot-air circulating flue, makes it the most powerful, quick-acting and economical heating plant money can buy. You can prove this to your trade as we can prove it to you—beyond question. The **Art Laurel** is made in two series and four sizes without oven and two sizes with oven. See what a beautiful stove it is to look at! Has duplex grates, extra broad and deep flues, and all nickel parts are easily removable. Has every selling point other stoves haven't got—and you can't talk it up too strong, because it will make good all you say for it.

GURNEY-OXFORD

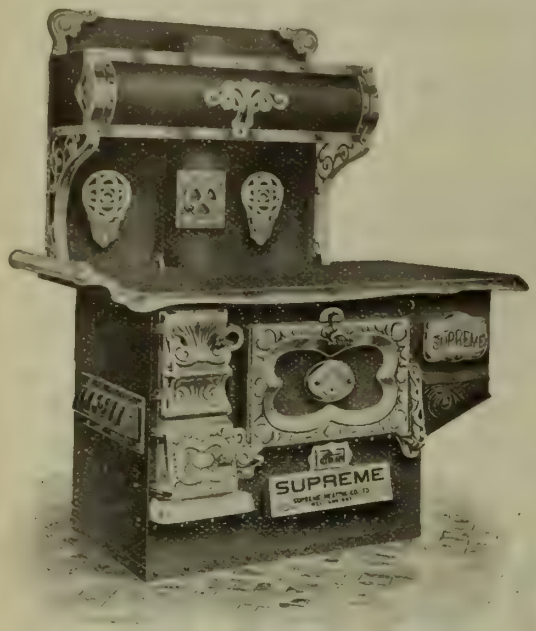
The Gurney Foundry Co., Limited
TORONTO

Stocks at Montreal, Hamilton, London, Winnipeg, Calgary, Edmonton, Vancouver.

We are always glad to send catalog and trade price-lists on request, post free. Send to-day for them.

SUPREME STOVES AND RANGES

Cut Down Your Fuel Bill By One-Half



BACKED BY A GUARANTEE

Supreme is the name of our Company and Supreme is our device for saving ***50% and over in Soft Coal and Wood and 30% in Hard Coal over any Stove now on the market.***

TRADE MARK SUPREME STOVES REGISTERED

We claim the following great results :—

1. ***Fifty per cent. saving in fuel.***
2. ***Minimum quantity of smoke.***
3. ***Minimum quantity of ashes.***
4. ***Evenness of heat distribution.***

Our device is secured by Letters Patent in Canada, Great Britain and the principal Countries of Continental Europe.

Made in 4 distinct sizes—very handsome in design.

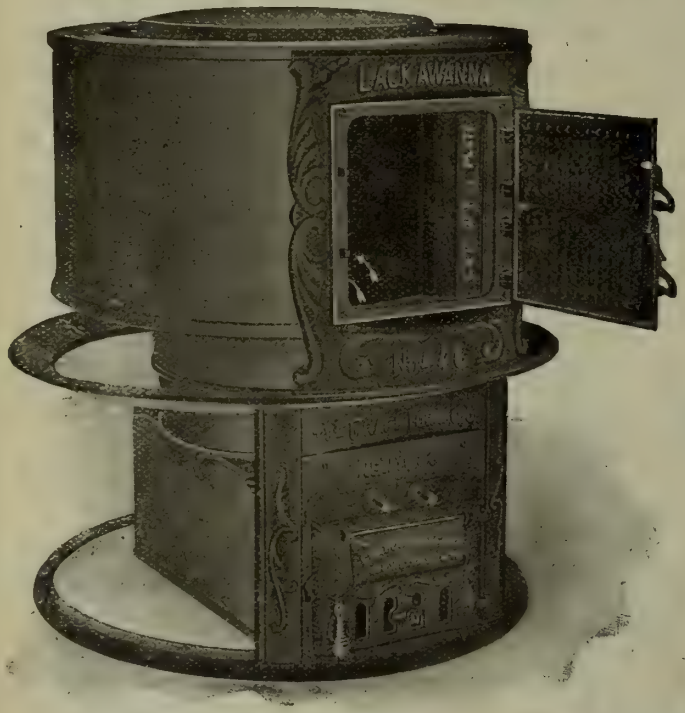
We are establishing agencies in all the principal Cities and Towns in Canada.

Write for Our Illustrated Price List.

THE SUPREME HEATING COMPANY, LIMITED

WELLAND, - - - CANADA

LACKAWANNA FURNACE



LACKAWANNA
A Very Powerful and Economical Furnace

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot

BUILT LIKE AN ENGINE AND WORKS AS PERFECTLY AS ONE

The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

A good horse will sell for more money than a poor one, so will the **Lackawanna**, because the value is there.

BUTTERWORTH & CO.

Limited

OTTAWA - ONT.

Eternal Vigilance

is the price of peace in running a furnace. Even then there is always a but———

That's what the average householder will tell you when he has used old-timers, but never after he used the RECORD CALORIFIC.

"Furnace Satisfaction," is the slogan of the Record Company.

When you buy the "Other Kind," your money says "Farewell Forever."

When you buy the Record Furnaces or Stoves it says "Till we meet again."

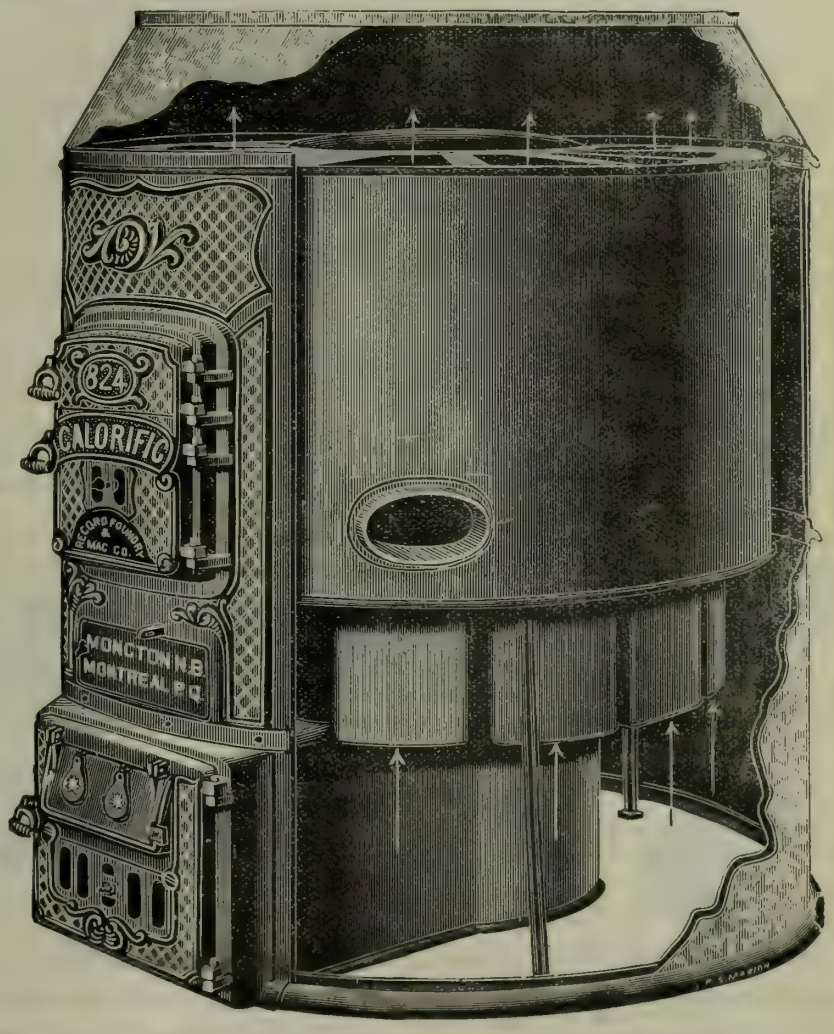
Think of ending all that bickering and squabbling over faulty stoves and troublesome furnaces, Mr. Dealer! Your reputation is staked upon the class of stoves and furnaces you recommend.

We keep you from falling down, because our goods are all

"Backed by a Guarantee"

When all's said and done, you must stock the furnace that pleases, and keeps the customer pleased year after year.

Listen to a few good points and then write for our free information.



Simplicity of Construction—The Record Furnace has few parts, hence little trouble.

We have a long list of other reasons why you should talk the Record Stoves and Furnaces.

The Record Foundry & Machine Co.
LIMITED

Montreal and Moncton

Sales Agencies at Winnipeg, Toronto, Calgary, Vancouver St. John's, Newfld.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

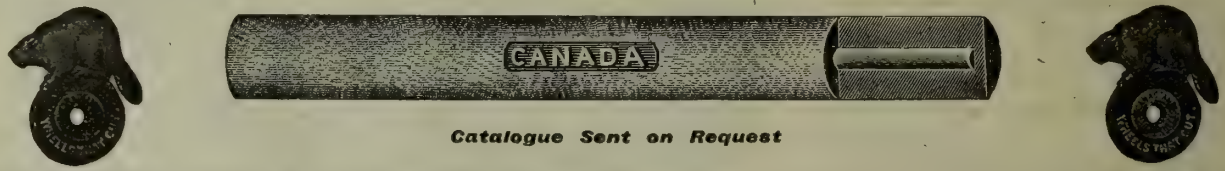
INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

LOW PRICES *HIGH QUALITY* *NO DUTY*

These are the three advantages which the Canadian hardware trade are offered by us. Why pay duty on imported abrasive goods? Our **Emery and Corundum Scythe Stones,** Razor Hones, Knife Sharpeners, Axe and Slip Stones, Grinding Wheels, etc., are the best made.



Catalogue Sent on Request

CANADIAN HART WHEELS, Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited

Do You Want More Light

On the question of how to increase your trade or satisfy the customers you already have? There's no more profitable line of goods to handle now or at any time than a first class assortment of artistic and up-to-date lighting fixtures—The kind that will please your customers and make them proud to have such fixtures in their homes. There's money in it for you; not only on account of the customer-pleasing quality of our goods but because our low quotations ensure quick turnovers.

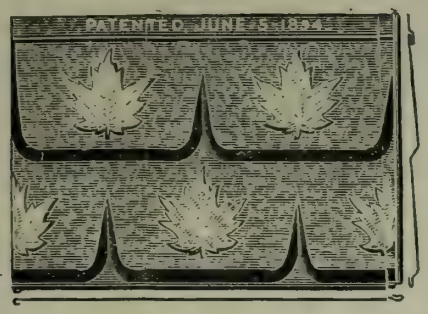
LET US SEND YOU OUR LIST.

The Barton Netting Company, Limited

38 Ouelette Ave., Windsor, Ontario

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.

"Safe Lock" Galvanized Steel Shingles



There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market ard is still the best. Get your prospects in line ard then ask us for our assistar ce in closing the deals. Our traveling salesmen are at your disposal. "We work with the trade.

The Metal Shingle and Siding Company, Limited

HEAD OFFICE and WORKS: PRESTON, ONT. BRANCH OFFICE and WORKS: MONTREAL

GENERAL SALES AGENTS

St. John, N.B.	Quebec	Toronto
Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
Winnipeg	**Calgary**	**Vancouver**
Clare & Brockest	Ellis & Grogan	Wm. N. O'Neil & Co.

We are now looking for your order and if you are not already selling

McDougall Pumps

you are taking chances and we practically insure yon against pump troubles.

"Aremacdee" on a pump is like the Hall Mark on silver, it denotes Standard.

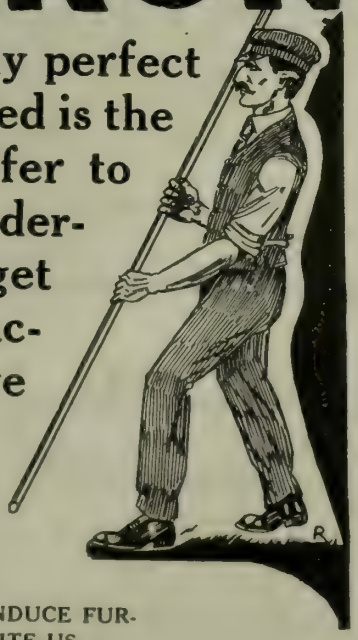
Catalogue in a hurry to go to you.

The R. McDOUGALL CO.

Galt, Canada LIMITED

BAR IRON

that is chemically perfect and properly rolled is the only kind we offer to the trade. In ordering from us you get bar iron satisfaction such as you've seldom had before.



OUR QUOTATIONS WILL INDUCE FURTHER INVESTIGATION—WRITE US.

LONDON ROLLING MILL CO. LIMITED

LONDON — CANADA

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.

or to

Canada Iron Furnace Co., Limited

MIDLAND, ONT.

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

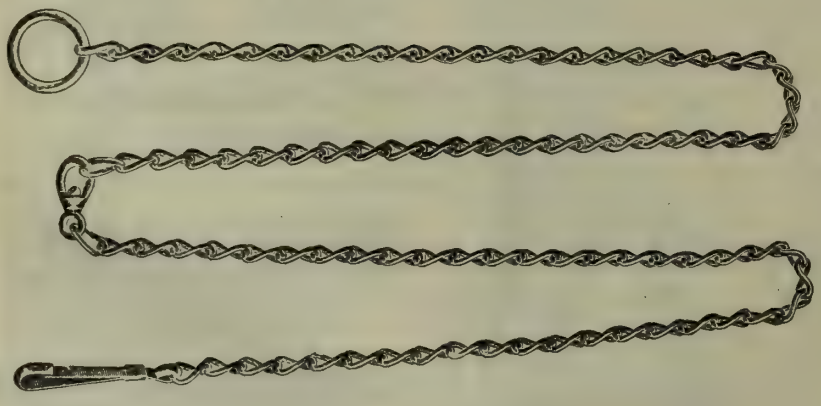
Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



You might just as well mention on your order to the jobber: "Be sure and send Electric Welded Chain for our Traces, Cow Ties and Tie Outs."

They cost no more and give the best results.

McKinnon Chain Works ST. CATHARINES ONT.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

SELLS ON ITS MERITS

Because it is strong and substantially built—runs very easily, with a smooth, even motion—and washes the clothes quickly and thoroughly, the

"Puritan" Re-Acting Washing Machine

sells freely and steadily. Every woman who buys one from you is sure to be pleased—and you know the value of a well-pleased customer.

Write for booklet and prices to dealers.

DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

This Trade Mark

on a package is a sign that the contents are uniformly satisfactory in quality.

Our plant is one of the largest and best equipped of its kind in all Canada. We manufacture ***STOVE, SINK, TIRE and SLEIGH SHOE BOLTS.***

Wood Screws; Tacks; Wire Nails; Machine Screws; Bright Wire Goods; Wire—Bright, Coppered or Tinned, in coils or cut to lengths; Iron, Brass and Copper Rivets and Burrs; Staples, Corrugated Fasteners, etc.

Canada Screw Co., Limited

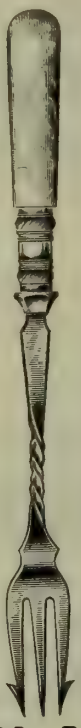
Toronto Hamilton Montreal

The Hobbs Hardware Co., Ltd.

ESTABLISHED 1876

LONDON **TORONTO**

There are no dull times for a hustler. Slow sales demand an increase of energy.

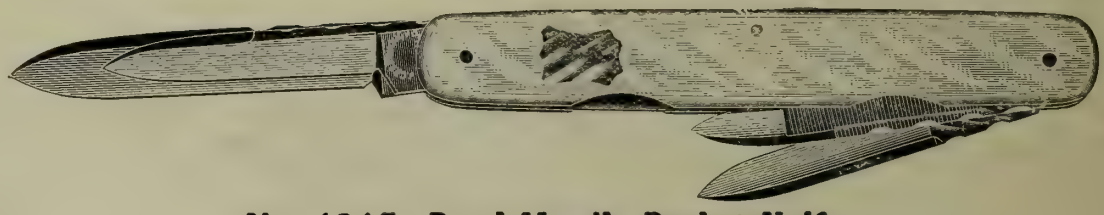


No. 4000 - Pickle Fork

No. 4062—Butter Knife

No. 9—Fruit Knife

No. 4062—Bread Fork



No. 4047—Pearl Handle Pocket Knife

You will find satisfaction as well as saving in buying these goods from us.

The Hobbs Hardware Co., Ltd.

LONDON **TORONTO**

ALCOHOL LAMPS

in a variety of designs—pleasing and practical.

The coming cold weather should ensure a steady demand for this handy household necessity. : : : : : :

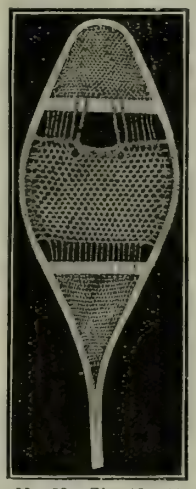
Don't delay. We will be pleased to send you some interesting quotations by return mail.

BUFFALO MFG. CO.

BUFFALO, N.Y.

Canadian Representatives :
H. F. McIntosh & Co.
51 Yonge St., Toronto.

SNOWSHOES



No. 56. Size 16 x 44.
Lumberman's Snowshoe.
(Curved Toe.)

Keep OUR goods in stock and satisfy your customers.

Our line is the most complete line made.

Illustrated card showing sizes and shapes, and price list on request.

The ROBERT RYAN CO.

THREE RIVERS, QUE.

Manufacturers of Mitts, Gloves, Moccasins, and Snowshoes

We make the largest variety in

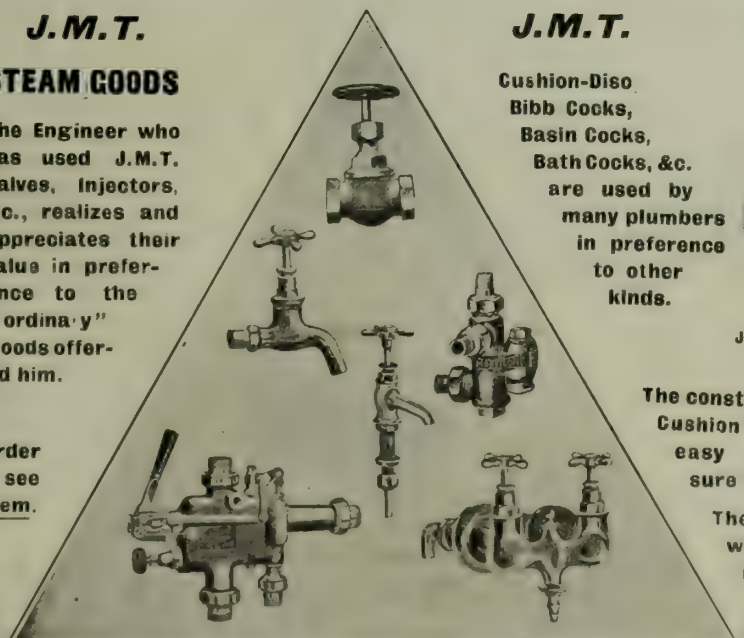
ENGINEERS' AND PLUMBERS' SUPPLIES

J.M.T. Valve

J.M.T.

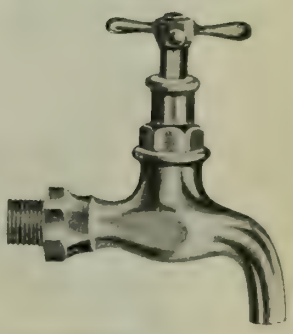
STEAM GOODS

The Engineer who has used J.M.T. Valves, Injectors, &c., realizes and appreciates their value in preference to the "ordinary" goods offered him.



J.M.T.

Cushion-Disc Bibb Cocks, Basin Cocks, Bath Cocks, &c. are used by many plumbers in preference to other kinds.



J. M. T. Cushion-Disc Compression Bibb Tap.

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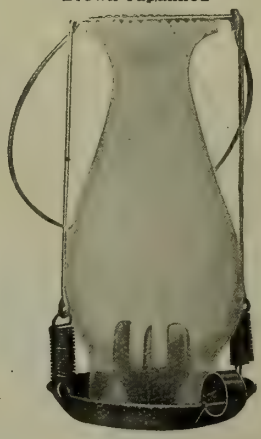

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Tenth Annual Wholesale Convention

Canadian Wholesale Hardware Association Holds its Tenth Annual Convention at Toronto—Manufacturers and Retailers Confer With Jobbers—Cartage Charges Question to be Taken Before Railway Commission.

A decade has passed since the Canadian Wholesale Hardware Association was organized and the result of getting together has been a better feeling among the jobbers, which has tended to the advantage of all branches of the trade.

The tenth annual convention, held at Toronto on Thursday, October 15, was attended by representatives of the various wholesale houses in Montreal, Ottawa, Toronto, Hamilton and London, and keen interest was manifested in the proceedings by the members.

Probably the most important matter to command the attention of the convention was that brought up by the deputation representing the Ontario Retail Hardware and Stove Dealers' Association, composed of President J. R. Hambly, Barrie; D. Cinnimon, Lindsay; and Secretary W. Wrigley, Toronto. After thanking the jobbers for giving their delegation precedence over other business the retailers outlined the feeling of the members of their association on the cartage charges question.

Special Charges Objected To.

In equity, they held, the jobbers ought to include both the charges for cartage and boxing in their cost of doing business, just as the retailers include wrapping and delivery in their cost. There was no more reason for making special charges for boxing and cartage than for a special charge for travelers' expenses or advertising. It was the special nature of the charge that the retailers objected to most strenuously, and so long as extras were added on invoices or freight bills there would be a subject for controversy between jobbers and their customers.

The retailers emphasized the injustice of the jobbers selling to some customers —city dealers for instance—without adding boxing or cartage, and then tacking on these charges to country and town customers, who, although their goods cost more and they have freight to pay, have to meet the prices quoted by their city competitors. It would be better, they contended, for the jobbers to add the boxing and cartage charges on the cost of the goods sold to city and country customers alike, making freight the only difference.

"How would you do this?" one of the wholesalers asked.

"Suppose a jobbing house does $1,000,000 worth of business each year and they find their cartage costs them $10,000. This would give one per cent. to be added to the cost of goods on all customers, and the same principle could be applied to boxing."

"But do you know that there is not a wholesale house in Canada making four per cent. on its turnover?"

"We are not asking you to deduct it from your profits. Add it to the cost of the goods."

For about three-quarters of an hour an interesting discussion continued, participated in by representatives of both retailers and wholesalers, the latter contending that to make a change would upset their business procedure and cause endless confusion. They were unwilling to consider the suggestion that cartage at point of shipment be paid by the jobber and added to the cost of the goods, but would unanimously accept the alternative proposal made by the retailers that jobbers and retailers unite in asking the Railway Commission to abolish the special charge for cartage and include it in the freight. In the long run, they held, the charge must be passed on to the consumer by the merchant.

Jobbers to Appoint Committee.

Before withdrawing, the representatives of the Retail Hardware Association were thanked for their frank presentation of their side of the question, and the following resolution was adopted by the wholesale association:

"Resolved, that this association is strongly of opinion that the railway companies should make such arrangements that they will include cartage in the freight, and our President is instructed to name a committee to work in harmony with other associations in bringing this question before the Railway Commission."

THOMAS DEXTER.

General Manager of H. S. Howland, Sons & Co., Limited, Toronto, Retiring President of the Wholesale Association.

THE BANQUET.

At every convention the most enjoyable event is always the banquet, it being the time when the bonds of friendship are cemented together, when differences are bridged over and when the various elements in a mixture of jest and seriousness meet in conference agreements their business competitors are the best of good fellows.

The banquet this year was no exception to this rule. It was, in the opinion of many, the most successful of a long series of enjoyable events, and being the first under the direct manage-

ment of the association itself, the officers deserve a great deal of credit for the businesslike manner in which it was conducted. The tables were spread for 50 in the banquet room of the King Edward Hotel, and the arrangement of the tables was such that all could hear the toasts and responses without difficulty. The decorations on the table, made up of Autumn leaves and roses, set off a brilliant scene to advantage, and with the splendid menu provided the best of good fellowship was engendered and when all clasped hands at 11.45 to sing "Auld Lang Syne" many expressions of approbation were heard of the success of the function under President Dexter's management.

The retiring President sat at the head table with Robert Hodson, the new President of the Canadian Manufacturers' Association, on his right, and T. James Fernley, the Secretary of the American Wholesale Hardware Association on his left, the father and grandfather of the association sitting at the ends of the head table. At the opposite end the new President, Wm. Starke of Montreal, was located, to take over

Menu

BLUE POINTS

OLIVES CELERY SALTED ALMONDS

"May you live as long as you like.
And have what you like as long as you live"

CREAM OF CELERY

May all single men be married.
And all married men be happy

ESCALLOPED HALIBUT AU COQUILLE

CUCUMBERS POTATOES DUCHESS

"Here's a toast to all who are here, no matter where you're from;
May the best day you have seen be worse than your worst to come."

MIGNON OF SPRING LAMB

FRENCH PEAS POTATOES, MAITRE D'HOTE

"The Boundaries of Our Country:—East by the Rising Sun; North by the North Pole; West by all Creation, and South by the Day of Judgment"

PUNCH AU KIRSCH

Voltaire says:—"Man is the only animal that laughs, drinks when he is not thirsty, and makes love at all seasons of the year."

BREAST OF SPRING CHICKEN, BRAISED, AU CRESSON

GRILLED SWEET POTATO

Man is somewhat like a sausage.
Very smooth upon the skin
But you can never tell exactly,
How much hog there is within

ASPARAGUS VINAIGRETTE

Woman—she needs no eulogy, she speaks for herself

ICE CREAM ASSORTED CAKE

Here's to the light that lies in woman's eyes, and lies, and lies, and lies

OKA CHEESE COFFEE

The good die young. Here's hoping you may live to a ripe old age

---

Here's to all the world—for fear some one may take offence

the gavel after Mr. Dexter had completed his part on the toast list.

The Toast List.

"The Kingly Man and the Manly King," was the first toast proposed, and it was royally responded to in the singing of the National Anthem, followed by three vigorous cheers with a resounding tiger.

"The President of the United States" came next, with all present uniting in singing the "Star Spangled Banner" in lively manner, three cheers again being given, winding up with William Starke's familiar "come back" from the foot of the table.

The President's Address.

"Our Association" was then proposed by President Dexter, who, on behalf of the Canadian Wholesale Hardware Association extended a hearty welcome to every guest. "Our object on this occasion, as in the past," said Mr. Dexter, "is to promote friendly business relations, mutual confidence and good will with each other, with the manufac-

JAMES HARDY.

Of Jenkins & Hardy, Toronto, Secretary Canadian Wholesale Hardware Association.

turers and with the retail trade.

"Owing to the partial failure in the crops last year and the great money stringency, we have gone through a comparatively quiet time since our last annual meeting, but we can congratulate ourselves on the fact that prices did not decline very much, so that the decrease in trade will not be felt to the extent it otherwise would.

"The crops this year are turning out fairly well all over the country. The reports from many directions are that trade has improved during the last two or three months, and the impression now is that in a short time business in Canada will be in good shape again.

"The Dominion of Canada was one of the last countries to feel the world-wide depression, and unless all favorable signs fail, I venture the opinion we will be one of the first countries to return to full tide of business activity and prosperity."

Mr. Dexter's remarks were interspersed with many expressions of approval and a generous round of applause greeted the optimism expressed when he concluded. The names of Past-Presidents Vallance and Newman were associated with the toast.

The Association's Early History.

William Vallance, who was introduced as the first President of the association, said the real credit of bringing the jobbers together belonged to Mr. Newman, who had first suggested that an association be formed. "The association has

Toast List

THE KING

"A health, gentlemen,
Let it go round."

PRESIDENT UNITED STATES

"Here's to the memory of George Washington,
The childless father of eighty millions."

OUR ASSOCIATION

"Everything comes to him who hustles while he waits."

SISTER ASSOCIATIONS

"May the faults of our neighbors be dim, and their virtues glaring."

OUR GUESTS

"May your children have rich parents."

LADIES

"When man was made, God sent a helper to him,
And so she proved, for she helped to undo him."

"Here's to our wives,
They keep our lives in little bees and boney,
They darn our socks and save life's shocks,
And they also spend our money.

God bless us every one,

Friendly may we part and quickly meet again.

been a good thing for the wholesale trade," said Mr. Vallance, "and it has also been the means of bringing the manufacturers together. And now the spirit of organization is reaching out and the retail hardware men are building up an organization that is a credit to them." Mr. Vallance said one of the reasons for the success of the association was that as the jobbers had no tariff to keep an umbrella over them they had found it necessary to hustle and keep on hustling.

T. H. Newman said he could add nothing to what the father of the association had said. He would emphasize, however, the advantages that had been gained by bringing the manufacturers and wholesalers together. Before the association was formed it was common for jobbers and manufacturers to look upon each other as scoundrels, but this feeling had been overcome by organization and the manufacturers now realized that the jobbers, with their 250 travelers covering Canada from one end to the other, were best able to distribute their products to the retail trade. The next development would be the formation of an association of the wholesalers in all parts of Canada.

Mr. Newman, who had recently returned from a five weeks' trip to the Pacific Coast, said he had been astounded and amazed by the possibilities of the future in the vast undeveloped areas in Western Canada. Our country, he concluded, is destined to be a great nation worthy of her connection with the Motherland.

The Retailers Honored.

"Sister Associations" were next toasted and Mr. Dexter in proposing it stated that the jobbers were in hearty sympathy with the retailers in their effort to protect their interests and improve their position by organization.

President J. R. Hambly, who responded first for the Retail Hardware Association, outlined the progress of the association since it was formed three years ago. To-day it had a growing and

satisfied membership, with a substantial balance to the good in the treasury. The association, practically unaided, had succeeded in securing the withdrawal of the dangerous parcels post c.o.d. law, and had done many other things to prove its worth. He had recently attended the convention of the Michigan Retail Hardware Association and had come back more enthusiastic about retail organization than ever. Experience in Ottawa, Barrie and other places where local associations have been organized has shown the great benefits to be derived from organization, both by retailers and jobbers. Mr. Hambly also referred to the good results secured through the collection department of the Retail Hardware Association.

Secretary Weston Wrigley followed by referring to a conversation with Mr. Fernley, in which that gentleman had told how the Wholesale and Retail Hardware Associations in the States worked together to mutual advantage. Mr. Wrigley said visits to retail conventions in New York and Michigan had convinced him that the Ontario Association was working along correct lines and in many ways was ahead of its older sister associations. Michigan, for instance, is copying the Ontario Association's collection system and President Wright, at Detroit, had told the Michigan convention that the question box discussions in Ontario were the best he had ever heard. In concluding, Mr. Wrigley urged the jobbers to give their assistance to the retailers in their effort to uplift the trade and overcome trade evils. Upon their doing this, he contended, depended the continuance of trade flowing through old-established and legitimate channels.

D. Cinnamon, Lindsay, also spoke for the Retail Association, referring to the value retail organization would be to the jobbers by helping to overcome price cutting. Mr. Cinnamon gave an eloquent address outlining Canada's vast possibilities and the place of the hardware retailer in this sphere of activity. He contended that the retailer was entitled to his share in the profits resulting from the trade and said the two associations should work together to see that matters run as smoothly as possible.

Manufacturers Speak.

"The Canadian Manufacturers' Association" was next on the toast list, Robert Hobson, the iron and steel man who was recently elected president of that association, being called upon to reply. He said he could re-echo the sentiment already expressed that the depression is over, and to prove that he meant what he said, he announced that on Friday an advance of $5 per ton would be made on iron and steel bars. Mr Hobson gave some interesting information regarding the Manufacturers' Association, and spoke enthusiastically of the great work being done to develop Montreal as a port and aid in Canada's future as a great nation. He also contended that the tariff umbrella covered jobbers as well as manufacturers, and said that when Canada produces the bulk of the goods it consumes the jobbers will be in the heydey of their prosperity

The toast of the "American Wholesale Hardware Association" was responded to by Secretary T. James Fernley, of Philadelphia, who said that 202 of the most representative jobbing houses in the States were members of his association. Mr. Fernley said one of the most important branches of his work was in co-operating with the Retail Hardware Association. Five jobbers and five retailers comprise a joint committee to deal with the parcels post and similar legislative proposals injuriously affecting the hardware trade. Another interesting feature of Mr. Fernley's address was the account of the operation of a system to overcome price-cutting by mail order houses. Catalogues are studied and whenever it is found that a price is cut in a catalogue, a card is sent to every jobber giving the name and page of the catalogue and the name and price of the article. The jobbers then get after the manufacturers by asking if they are not allowing their customer to make a mistake. In this way cut prices are frequently withdrawn. He suggested that the Canadian wholesalers assist their retail customers in the same manner. Mr. Fernley, in conclusion, said "Whenever we find a manufacturer who goes over the heads of the jobber we usually find a manufacturer who will go over the head of the retailer to the consumer."

H. S. Leonard, of the Winchester Arms Co., also responded to this toast and told of how Secretary Fernley, of the wholesalers, and Secretary Corey, of the National Retail Hardware Association, co-operate in circularizing both branches of the trade in keeping the members of both associations posted on the manufacturers and mail order houses which encourage price-cutting. The only way you can get after a price-cutter is through the source of supply, he added.

Cyrus S. Birge, president of the Canada Screw Co., Hamilton, was the next speaker. He spoke of the noticeable improvement in trade and said the trade could look forward to the future with a strong hope and belief in the possibilities accruing from the continuance of Canada's wonderful development. Mr. Birge told some amusing stories and urged his hearers to sit tight, although "it's hard to sit tight when you're going some behind." He held that by holding prices firm the manufacturers had averted a more severe slump than Canada had experienced during the past year.

Mail Order Trade.

M. H. Leggatt, of Wood, Vallance & Leggatt, Vancouver, devoted his address to giving information regarding the vast volume of mail order trade in western Canada. He held that the jobbers must take action to hold trade in legitimate channels and suggested the formation of a joint committee representing the jobbers and retailers of the entire Dominion to protect trade interests.

A. Jeannotte, Montreal, expressed his approval of what had been said by previous speakers, and begged to be excused from making an address.

"The Ladies" was responded to by H. B. Brainard, of the Dominion Cartridge Co., the toast being honored in the usual manner, along with "Our Hosts," proposed by Mr. Fernley.

"Poor Old Hardy" was the last on the list, he stating that the coming together of manufacturers, jobbers and retailers had been very helpful. There must be give and take, although most of us will want to take as much as we can and give as little as possible Experience had shown that retailers and jobbers could work together to advantage in the States and the coming year would probably see a development along similar lines in Canada, with a joint committee representing the jobbers and retailers in all parts of the Dominion.

The banquet came to an end about 11.45, with all present joining hands and singing "Auld Lang Syne."

GUESTS AT THE BANQUET.

H. B. Brainard, Dominion Cartridge Co., Montreal; T. H. Newman, Caverhill, Learmont & Co., Montreal; A. Jeanotte, A. Jeanotte & Co., Montreal; W. Starke, Starke, Seybold, Ltd., Montreal; J. G. Lewis, Lewis Bros., Montreal; A. Prudhomme, A. Prudhomme & Fils, Montreal; Geo. A. Childs, U. S. Steel Products Export Co., Montreal; George Boyd, Montreal Rolling Mills, Montreal; T. H. Watson, Toronto Bolt & Forging Co., Toronto; C. G. Knott, Canada Screw Co., Toronto; Peleg Howland, H. S. Howland Sons & Co., Toronto; Hugh A. Gunn, H. S. Howland Sons & Co., Toronto; T. G. Dexter, H. S. Howland Sons & Co., Toronto; W. J. Lawson, Rice Lewis & Son, Toronto; J. B. W. Reade, the Kennedy Hardware Co., Toronto; Geo. W. Howland, the Graham Nail Co., Toronto; James Hardy, Jenkins & Hardy, Toronto; S. J. Frame, Jenkins & Hardy, Toronto; W. L. Edmonds, MacLean Publishing Co., Toronto; H. T. Hunter, Hardware and Metal, Toronto; Weston Wrigley, secretary Ontario Retail Hardware Ass'n., Toronto; W. W. Near, Page-Hersey Iron Tube & Lead Co., Ltd., Toronto; H. P. Hubbard, E. C. Atkins Saw Co., Hamilton; S. O. Greening, the B. Greening Wire Co., Hamilton; R. H. Merriman, the B. Greening Wire Co., Hamilton; R. Hobson, Hamilton Steel & Iron Co., Hamilton; W. L. Cummer, Dowswell Mfg. Co., Hamilton; C. A. Birge, Canada Screw Co., Hamilton; F. H. Whitton, Canada Screw Co., Hamilton; Wm. Vallance, Wood, Vallance & Co., Hamilton; M. H. Leggatt, Wood, Vallance & Leggatt, Vancouver, B.C.; George Vallance, Wood, Vallance & Co., Hamilton; J. P. Stedman, Gurney Scale Co., Hamilton; W. H. Ginder, Ontario Lantern & Lamp Co., Hamilton; F. E. Walker, Ontario Lantern & Lamp Co., Hamilton; A. F. Hatch, Canada Steel Goods Co., Hamilton; C. E. Britton, Cowan & Britton, Gananoque; J. R. Hambly, president Ontario Retail Hardware Association, Barrie; D. Cinnamon, Ontario Retail Hardware Association, Lindsay; C. McGhie, Wellandvale Mfg. Co., St. Catharines; C. A. Whitwam, Hobbs Hardware Co., London; D. H. Howden, D. H. Howden & Co., London; John Stevely, Columbia Handle Co., London; W. H. Wortman, Wortman & Ward Mfg. Co., Ltd., London; James Maxwell, D. Maxwell & Sons, St. Mary's; C. Shurly, Shurly & Dietrich, Galt; John M. Taylor, Taylor-Forbes Co Guelph; T. James Fernley, secretary, American Wholesale Hardware Dealers' Association, Philadelphia, Pa.; J. H. Cameron, Winchester Repeating Arms Co., New Haven Conn.; H. S. Leonard, Winchester Repeating Arms Co., New Haven, Conn.; J. R. Ball, Dominion Snath Co Waterville, Que.; Chester Harris Brantford Screw Co., Brantford; J. B. Detwiler, Brantford Screw Co., Brantford

At the time of going to press the wholesale association has not concluded its sessions and the election of officers has yet to take place

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A REVOLUTION IN BUYING METHODS.

A revolutionary change in the buying methods of the western Canada hardware dealers has been brought about during the last year by the slight depression through which the country has passed, and it is a change which is likely to be permanent. Dealers are not buying now in such large quantities as they did two or three years ago, but they are buying oftener, and to fill their current requirements. The custom has obtained for the western dealers to buy in very large quantities two or three times a year, buying at one time supplies of a certain line of goods sufficient to last them for a year or longer. This custom originated in the early days when the means of communication and transportation were very poor and when the dealer was, therefore, obliged to provide for his stock many months in advance. During the boom days when business was abnormally good, the custom was still maintained, but with a touch of hard times it was necessary for the dealers to call a halt.

As a result, for twelve months or more, what buying has been done has been to fill current requirements, and even now, with the return to a healthy state of business activity, there is no evidence of any tendency towards the old habits of buying. Dealers have found that they can do business on less stock, or less capital investment, and they are not likely to begin buying in car lots when small shipments will do as well.

The change is a beneficial one for all concerned. Of course, the wholesale house likes to sell in big quantities—every man likes to make as large a sale as he can—but there is less danger of bad debts when the dealer is buying sanely and cautiously.

BRITISH PATENT LAW WEAK.

It has been brought to the attention of American attorneys while investigating the new British patent law in the interests of clients that no provision for compulsory license exists in the statute, either by clause bearing directly on the subject or by inference, says the Iron Age. Consequently there seems to be no bar under the act to the maintenance of patent rights by either home or foreign investor where the patent is permitted to remain idle. The question has arisen in a practical way, the English patent authorities have given it as their opinion that the condition is as stated A patent worked in another country must also be worked in Great Britain, under penalty of revocation. But if an American patentee, for instance, is satisfied to forego the practical use of his invention, it will remain protected in the United Kingdom for the fourteen years of the life of the British patent, as well as during the seventeen-year period of its protection in the United States. This has not been formally decided by opinion of the courts, but patent experts seem to agree that it is a sound interpretation of the statute, the essential principle of which is that "at any time not less than four years after the date of a patent and not less than one year after the passing of this act, any person may apply to the comptroller for the revocation of the patent on the ground that the patented article or process is manufactured or carried on exclusively or mainly outside of the United Kingdom." It is deduced that if the article or process is not "manufactured or carried on" at all the law does not apply.

The Canadian patent law provides for just this contingency by its compulsory license clause, which reads: "Any person at any time while the (unworked) patent continues to be in force may apply to the commissioner by petition for a license to make, construct, use or sell the patented invention, and the commissioner shall hear the person applying and the owner of the patent, and, if he is satisfied that the reasonable requirements of the public in reference to the invention have not been satisfied by reason of the neglect or refusal of the patentee or his legal representatives to make, construct, use or sell the invention, or to grant licenses to others on reasonable terms to make, construct, use or sell the same, may make an order requiring the owner of the patent to grant a license to the person applying therefor, in such forms and upon such terms as to the duration of the license, the amount of the royalties, security for payment, and otherwise, as the commissioner, having regard to the nature of the invention and the circumstances of the case, deems best. . . . The existence of one or more licenses shall not be a bar to an order by the commissioner for or the granting of a license on any application, under this section." The failure to grant a license within three months after the issuance of an order nullifies the patent.

The principle of the Canadian law which is lacking in the British law is more important than may be realized at first thought. Certain industries, notably electrical, textile and shoe machinery, have made it a practice to acquire patents on new inventions and permit them to remain idle indefinitely. An invention may be practical and useful, and were it to come into the possession of a competitor might work to his strong advantage in the market. If a manufacturer of textile machinery has a mechanism which accomplishes certain results, giving to him exclusive advantages in his trade, and an inventor evolves another mechanism to accomplish the same work in a manner patentably different, there would be an obvious benefit to the manufacturer in securing control of the second invention and any other that might follow, in order that he might retain his monopoly. He could afford to pay to keep new ideas from his competitors, permitting them to lie idle even through the lifetime of his original patent. Such an invention may constitute an improvement on the fundamental idea or a development from it, and may be especially valuable in its application when the original patent is expiring, in extending the patented life of the invention. A great many patents remain unworked in this country for a much longer period than the four years given patentees under the British act in which to establish their inventions on a commercial basis in the United Kingdom. The Canadian law makes impossible the idleness of useful ideas, for under its provisions a patent may be worked there under a license even if it be permitted to remain unused in the country where it originated.

It may be possible for the British manufacturer to utilize the provisions of the Canadian law or that of some other country where the principle of compulsory license is carried out, in securing the revocation of an American patent. The invention could, perhaps, be worked under a compulsory license in Canada, bringing it within the provisions for revocation of the British act. But this would be so clumsy and probably so expensive a course that it need not be considered seriously.

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Oct. 13.—The settlement of the C.P.R. strike on Monday last was undoubtedly the sensation of the week. It was claimed that negotiations were being carried on between the company and the men through the Ministerial Association during the latter part of last week, but nothing came of it. On Sunday night in one of the city churches it was announced that the strike was over. On Monday morning Winnipeg got up to the news that the strike was called off, the men accepting the finding of the arbitration board. After two months' fighting they had accepted exactly what was offered to them at the beginning, only that they had lost all right to pensions, seniority, etc., and were obliged to apply individually for positions in the yards and shops. Hon. Colin H. Campbell, Attorney-General, and Hon. Robert Rogers, claim to have settled the strike, and from the moment the announcement was made until now there has been nothing but cross-firing on the part of the political parties and the men, although they have gone back to work, are thoroughly dissatisfied with the conduct of the strike, and there are all kinds of wars and rumors of wars on the tapis. To the general public the important thing is that the men have returned to work and this will mean a better equipment of rolling stock and a faster grain movement. The blockade in the country is really serious at some points at the present time, although the forward movement has been very large.

On October 6th the Western Grain Standards Board convened at Winnipeg for the purpose of selecting the commercial grades for the year. It was decided that inasmuch as the commercial grades fixed for 1907 had given general satisfaction that it would be wise to adhere as closely as possible to them this year, allowing for the difference in crop. The main difference was one of color, the exceptionally fine threshing weather having left even badly frozen grain a much better color than it was in 1907. A very large number of samples had been secured by Inspector Horn and these samples, which, of course, were none of them fit for the contract grades, gave very plain proof of what your correspondent has maintained all along, viz., that there was a very considerable amount of wheat damaged by either drought or frost this season. Another matter taken up by the board while in session was the need of a clearing house for off grades at Fort William. A number of representatives of terminal elevators appeared before the board and explained the crowding of the terminal elevators through the multiplication of grades of grain stored there. It was stated by one representative that last year in his elevator there has been stored 58 varieties of grain, being grades and sub-divisions of grades, and there were several sub-divisions of grades that they had been obliged to refuse for lack of room. The heavy loss of time in boats going from one elevator to another to load was brought out. A sub-committee appointed to look into this matter reported that it was not advisable to lessen the number of grades, but suggested that working arrangements might be made between the elevators whereby certain off grades of grain could be allotted to a particular elevator and all grain of those grades should be delivered to that particular elevator whether consigned there or not, and in this way the available storage room could be used to the full. It was further recommended that the various terminal elevators arrange among themselves for a clearing house system whereby a boat could get its full cargo at one elevator without going to three or four or even more to complete cargoes. To this end the chairman of the Western Grain Standards Board, G. R. Crowe, was requested to follow up this recommendation and to endeavor to get the elevators to agree on some form of clearing house arrangement. This recommendation from the Western Grain Standards Board is not a new one by any means. Negotiations looking to a clearing house in connection with the terminal elevators has been discussed at length from time to time. Indeed, at one time the arrangements for such clearing house system had been practically worked out, but in the end it came to nothing. Such an arrangement would mean an immense saving of time in getting cargoes out, the all-important matter before navigation closes.

The wheat market was fairly steady and very strong all week, with a slight falling off Saturday when the high prices brought out a considerable amount of long wheat. Exporters complain that prices are too high, but all week the wheat has been going somewhere, there being a very steady demand for cash wheat, more especially spot wheat, to fill boats for which contracts were made some time ago. Vessel agents report that few, if any, charters are being made for the end of this month, and when once the present lot of boats have been filled it is likely there may be a corresponding falling off in the demand for cash wheat. Receipts at Winnipeg for the week have averaged about 500 cars daily. Quite a number are coming in over the G.T.P., in fact, cars off that line have probably averaged 20 a day all week.

In real estate circles the most important happening for the week was the purchase by the Bank of Montreal of the property on corner of Portage Ave. E. and Main St. This property was formerly owned by the Permanent Mortgage Company, and a three-storey brick veneer building has occupied the site for years. It is considered one of the most valuable in the city. What the bank paid for the property is not known definitely but it is assured that they will erect a costly building on it in the very near future, a building that will cost from $400,000 to half a million. The property is situated on the east side of Main Street and owing to a jog in the street it will really face Portage Ave. W., and will certainly be one of the show places of the city. In real estate circles generally there is a very decided improvement in tone and inquiry and this purchase by Canada's most powerful bank just at this particular time has certainly added confidence to the real estate situation and greatly enhanced the value of the surrounding property. Real estate men report a steady demand for inside property and an increasing number of purchases.—H.

COST OF DOING BUSINESS.

Much is being said and written about the necessity for manufacturers to arrive at the exact cost of making their products, figured to the minutest detail, in order that the selling price may leave a margin of profit sufficient to insure the permanent welfare of the business. This is none the less a necessity for the retail dealer in hardware. The discount allowed by the manufacturer or jobber is unimportant in itself. The important margin of profit is that which is left after every deduction necessitated by the proper conduct of the business has been made. In proportion as business increases, many dealers become lax in the detail of the daily routine. Such laxity is a forerunner of failure. The man who succeeds as a dealer, just as the man who succeeds as a manufacturer, is the one who knows accurately and definitely what every article costs him delivered to the customer, and who then allows himself a reasonable margin of profit over this figure. There are scores of dealers selling goods below cost to-day, thinking that they are making money on them, simply because they do not figure costs as they should be figured. If a man can succeed by these methods, he is defying a rule of economics which, so far as we know, is without an exception.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 60.)

MARKETS IN BRIEF.

Montreal.

Tin—No change.
Copper—Price still shaded.
Lead—Firm.
Pig Iron—Same quotations.
Spelter—Unchanged.

Toronto.

Pig Iron—Unchanged.
Tin—Active.
Lead—Steady.
Sheets—Low stocks.
Linseed Oil—Easier.
Turpentine—Low price.

MONTREAL HARDWARE MARKETS

Montreal, Oct. 16.—Trade generally has not been quite so good this week. Although elections in Canada do not cause the dislocation to business so noticeable in the States, yet they are bound to have some effect upon trade conditions. Farmers are busy talking politics and attending meetings instead of paying attention to the needs of the farm and household and visiting the hardwareman, and thus for the time being the volume of business going through is being checked. Still jobbers are pretty busy, and there is consolation in the fact that elections do not last for ever.

The broken and cold weather experienced lately has caused a stimulation in winter goods and horse blankets, cow ties, stall fixtures and other lines are moving out well for immediate delivery. Travelers are now busily pushing winter goods, and the result is noticeable in the orders coming in. The demand still maintains its sorting up character. Future delivery requirements are light and most things that are ordered are wanted at once. This shows the smallness of the stock carried, and it is well that jobbers are in a position to despatch promptly. Christmas specialties are commencing to move well, especially cutlery. In fact, the demand for these lines promises to be exceptionally good this season.

The country demand continues to show up well. Manufacturers' supplies are behind, although every week brings an improvement. Lumbermen's supplies are somewhat slow, but inquiries are increasing ,and the prospects look far better than they did. Builders' hardware and household utensils continue steady, although the latter show a slight falling off in volume this week. Sporting goods are still prominent and skates and hockey sticks are increasing as guns and ammunition show signs of falling off. Railroad supplies are maintaining strength in the Northwest but in the more local districts the demand is not so good as operations in many camps have been finished.

Prices are unchanged. American manufacturers of bolts and nuts have adopted a higher price list, which may or may not affect quotations in Canada. Reports generally as to trading conditions are bright, and there is no diminution in enthusiasm as to the effect of the great harvest upon the prosperity of the country. Estimates as to the monetary value of the grain seems to increase every week until the sum seemingly assured to the farming community appears almost too good to be true.

BUILDERS' HARDWARE—The demand continues steady for lock sets, bolts, and butts. Building operations are still being pursued with vigor in the surrounding suburbs and foundations for many new houses are being prepared. The demand for trimmings should therefore be good throughout the winter. The country prospects are, of course not so favorable. Still the demand for the present from this quarter keeps up well. Prices generally are unchanged.

SPORTING GOODS—The sorting up demand for guns and ammunition continues most prominent although probably there will be a sagging noticed shortly. Cartridge belts, bags and hunting knives continue in fair request. Altogether the season has been a good one, especially so far as the Maritime Provinces are concerned. Skates and hockey sticks are now moving in good strength for immediate delivery. Sleighs are about the same. Gymnastic lines are in quiet demand.

HOUSEHOLD UTENSILS — These lines have been somewhat quieter this week, although carpet sweepers have more than maintained volume. Asbestos sad irons are also a good line. Wringers and washing machines are inclined to be quiet. General tinware shows about the same strength.

STOVES AND RANGES—With the cold weather that has set in stoves and ranges are going ahead well. Householders can now no longer put off the consideration of their heating requirements. Dealers are also pushing these lines more thoroughly, with the result that stoves and ranges are showing fine strength. Old heaters and cookers continue to move out well. Stove pipes are in fair demand, as are coal hods.

WINTER LINES—Stall fixtures, horse blankets, cow ties, snowshovels, weather strips and sleigh bells are now moving in good strength for immediate delivery. When the elections are over there should be a stronger stimulation. It is evident that the winter trade will bear the same characteristics as the other seasons, light buying with prompt delivery. General lighting goods, especially lanterns and lamp burners, are still showing sorting up strength.

RAILROAD SUPPLIES—The demand locally has fallen off somewhat as much construction work has been finished or suspended. The Northwest, however, is still a good buyer, and hammers, blasting powder, concrete mixers and steel scrapers are moving in fair volume. Small tools are in steady request.

BOLTS AND NUTS—These articles are in steady demand at firm prices. American manufacturers have adopted a higher price list. Nails are moving in fair volume at unchanged prices.

LUMBERMEN'S SUPPLIES — Although the demand continues on the light side, inquiries are increasing and prospects seem much more favorable than they did. Axes, axe handles and boot calks are in most prominent demand.

ENAMELWARE—Pots, pans and dishes are moving in good strength at unchanged prices. Orders are on the light side, but they are numerous. There is no disposition on the part of dealers to stock up in any great quantity.

CUTLERY—Cutlery has commenced to move very strongly and the season promises to be a good one. Plated ware for future delivery is also going well. Carvers, case cutlery, pocket knives, forks and spoons are in chief request.

SCREWS—The demand is very good for all sizes. Discounts are maintained at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

October 16.—Two factors have tended to bring about an increased activity in the hardware markets both wholesale and retail. In the first place crops have been good throughout Ontario and farmers have been buying Fall and Winter requirements more freely. And when farmers buy, the hardware store supplying the tools, etc., which enable the farm worker to produce the necessities of life is one of the first places visited. The increased buying in the country districts has, of course, stimulated the jobbing trade, and large sorting up orders are being given the travelers, the request in most cases being for prompt shipments. The second cause helping to make the wholesalers more active is the cool, brisk weather of the past fortnight. With frost in the air and the close of navigation in sight, many delayed orders for Winter goods are being booked. With the exception of horse blankets, which are getting scarce, jobbers are able to supply their customers' requirements promptly. There is no doubt that the cautious buying of the past few months has been an inconvenience to manufacturers, as with booked business light they have to guess at the probable needs of the market. The retailer, however, is in the fortunate position of being able to run his business on a light stock and replenish "short" lines without delay, sorting up in small lots.

There is a dearth of travelers representing U.S. manufacturers at present, possibly owing to unrest regarding the November elections. Prices are being

firmly maintained, there being no changes to report. This general steadiness in prices must be regarded as a very satisfactory feature of the market.

WINTER GOODS—Retailers are buying good stocks of horse blankets, stable fittings, cow chains, sleigh bells, etc., and snow shovels, lanterns and weather strip are moving satisfactorily.

HOLIDAY LINES—Cutlery is a live line with many good orders being placed for Christmas trade. Carvers and case goods are popular, with a fair demand for pocket cutlery, razors and shaving sets. Plated ware continues to sell freely.

BUILDERS' HARDWARE — Many houses are nearing completion and orders for lock sets, sash lifts, hinges and such supplies as nails and building paper are all in seasonable demand.

SPORTING GOODS—Sorting continues and the volume of trade is quite large. Firearms are good sellers, with hunting knives and shooting jackets in demand, along with skates, hockey sticks, sleds and snowshoes.

MONTREAL METAL MARKETS.

Montreal, Oct. 16.—There is very little change in the local metal situation this week. The probability of lead and tin being advanced in price, mentioned in our last issue, has not been fulfilled owing to weakness appearing in the primary markets, and quotations in all the metals remain the same. Shading is still noticed in copper, although business has not fallen off. Orders all the way round have been of good strength, small jobbing requirements being well maintained. Users generally, although not buying liberally, seem to be covering their future requirements more thoroughly. Compared with the domestic consumption in the States, Canada, comparatively speaking, appears to be using much more metal than her great neighbor. Business, considering everything, has been very good, and merchants speak favorably of the situation. If the primary markets would take a firm tone there would be very little dissatisfaction at conditions generally.

The prospectus of the new Canada Iron Corporation, which is a combination of the concerns controlled by the members of the firm of Drummond, McCall & Co., Montreal, has been issued. This company, with its capital of $8,000,000, will control, as we have previously mentioned, blast furnaces, foundries, works and iron mines in the Provinces of Quebec, Ontario, New Brunswick and Nova Scotia.

The most noticeable feature in the primary markets has been the break in tin in London. It is probable that the trouble over Bulgaria gave an excuse for the bears to squeeze the markets. Cables express belief in the firm recovery of the metal. Copper has maintained its position, and the signs of weakness noticed in New York have stopped for a time, at any rate. Consumption still continues poor. English quotations, unlike those in tin, have not as yet shown any bearing movement consequent upon the European political situation. Prices are probably considered low enough as it is. Lead has not been showing such good strength, neither has spelter. Pig iron is somewhat weaker in the Old Country, and the same can be said of the States. Antimony still shows better strength.

PIG IRON—Conditions are unchanged in the local markets. Good business is going through; orders showing the increase in strength always noticeable at this period of the year. Prices are unchanged, and we quote: Middlesboro No. 3, $18.50 to $19; Summerlee No. 2, $20 for carload lots, shaded 25c for 100 tons or over.

Pig iron figures in the Old Country are somewhat weaker, although the home demand keeps up fairly well. Shipbuilding prospects are brighter, however, while there is a steady improvement in the steel trades. This should check any sagging in pig iron quotations due to falling off in importations and other causes. The United States iron and steel market is not so active as it was, and apparently no improvement is looked for before the election. The seasonable activity which should prevail in the various products is much reduced, while there seems little demand for rails. There is no important closings, but the industry has shown a tendency to go more slowly.

TIN—Higher figures have not ruled locally, as was expected, owing to the break in the English market, and the metal is still quoted at the jobbing price of 32½c. The market has maintained strength in the orders going through, and conditions generally are pretty firm. The bears have been having a turn in the London market, probably taking advantage of the political scare. The belief is expressed, however, that tin will be held pretty firmly in the near future, providing nothing extra serious happens to the comity of the nations. While the New York consumption is on the dull side there is reported to be a better inquiry on the market for deliveries over the last quarter of the year. The further off the delivery, the higher the price obtaining. In the meantime there is no improvement in the tin plate manufacture.

COPPER—Copper have been fairly active locally, the price of 14½c being generally fairly well held for small jobbing lots, although shading has taken place over larger orders. Copper in New York seems to be holding pretty firmly again at the lower price that has been ruling the last few weeks. The domestic consumption continues dull. There seems to be a complete cessation of all new inquiries or orders from the large buyers, and very little doing in carload lots. The European situation is being viewed with anxiety for any premature unloading of the stocks now carried across the Atlantic would be serious. A great deal, too, depends upon the ability of European buyers to take the large surplus of the States until home consumption revives. With the improvements taking place in the Granby mines it is estimated that the company will have a productive capacity of 35 to 40 million pounds annually. The mine will then have a larger production per share of capitalization than any other company, barring the celebrated Calumet and Hecla. This should offset the trouble in the camp of the Dominion Copper Co. so far as Canada's yield of copper is concerned.

LEAD—Owing to the English market not showing the strength expected, local quotations have remained unchanged, and imported pig is still priced at $3.60. Business has been good, and the market in consequence is firm.

SPELTER — Spelter is fluctuating a little in London, although the St. Louis market is remarkably steady at $4.65. Conditions are quiet, but stocks do not seem to be so heavy as they were. Locally business has been fair, and we continue to quote spelter at $5.25.

OLD METALS—There is no change to record. Conditions are dull. We quote: Heavy copper and wire, 11c; light copper, 10¼c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $12; No. 2 cast, $9.

TORONTO METAL MARKETS.

Toronto Oct. 16.—A slowly, though steadily, increasing gait is the tendency this week, and a healthy feeling pervades the trade. Mills and foundries continue to buy for immediate needs only, and it can well be believed that if a sudden demand became evident there would surely be an increase in prices. Quotations are at the same figures of a week ago, and there has been no outstanding or striking feature in the metal situation since the last report. Galvanized iron stocks are very low, still good business is being done in sheets. Some recent importations have taken place, though the orders have not been very large.

Eastern Canada reports an optimistic feeling, both the Dominion Steel Co. and the Nova Scotia Steel and Coal Co. being well satisfied with present business. Cape Breton industries just now are paying out $1,000,000 a month in wages. The main need of the Maritime Provinces is still, however, capital for the development of rolling mills, nail works, car shops and industries of that sort. The Dominion Steel Co.'s business at present exceeds all past records and scarcely any of the production remains in stock more than a few days. The Algoma Steel plant at the Soo is again as busy as ever and will be so for some little time to come, for the orders in hand call for large deliveries.

The decrease in idle cars is again noted. The Canadian West is using all the box cars that find their way out there and is calling for more. The U.S. roads, too, are putting more of their freight cars into use. Officials say the surplus will soon be wiped out. The Chicago & Alton is the latest road to enter the buying market. During the week an order for 1,000 steel cars was placed by that railway with a Pennsylvania concern.

PIG IRON—The graduations of improvement from week to week have been very fine and taking America as a whole the iron trade is now on a 60 per cent. basis. Confidence is a plant of slow growth, but it is growing nevertheless. Local conditions are much the same as during the past several weeks. Business is being done, but not for large quantities. Quotations are at the old figures, but rumors continue as to cutting by some houses. A Duluth iron man believes that the iron business centre will move from Pennsylvania to the West, and that instead of taking ore east to be manufactured, it will be smelted and rolled in the vicinity of the mines.

COPPER—In good demand is this line. No change in price has been noted, 14c to 14½c being the ruling quota-

tion. Consumption is increasing rapidly and is about double that at the beginning of the year. It is considerably under normal, however. Buying continues for present needs. Copper prices are much below the average of the past eight years.

TIN—Still active at unchanged prices is tin. Quotations run from $32 to $34. It is believed in some quarters that pig tin, from its peculiar position, presents the best prospect of higher prices this winter. Foreign markets are quiet.

LEAD—Steady trading is being done. The old quotations stil hold good. Stocks are low. At present lead is holding its own probably better than any other metal. The present price is about the average for the past decade, which is a very healthy indication of its position.

SPELTER—A little on the quiet side just at present is spelter. No change has come over prices, which are low for this line.

SHEETS AND PLATES—Stocks are very low, though some importations have recently been made. Business has been very good. Old price quotations prevail.

OLD MATERIALS—Stocks are again piling up in the jobbers' yards. Some buying is being done, but the orders are light. There is no change in prices. Heavy copper and wire are 11c; light copper, 9¾c; heavy red brass, 10c; heavy yellow brass, 8½c; light brass, 6c; heavy lead, 2¾c; zinc, 3c; No. 1 wrought iron, $9; stove iron, $10.50; machinery cast iron, $13.50; rubber, 7c.

U.S. IRON TRADE.

Cleveland, Oct. 15.—The Iron Trade Review says: It is with a measure of satisfaction that the volume of business at this time may be compared with the business of a year ago. Such a comparison brings about a partial awakening to the actual progress that has been made toward normal conditions, and during this period, when the market seems relatively at a standstill, such a realization is salutary. Foundries are melting more iron, railroads and manufacturers are using more steel, and more men are working than at any time in the year. It is true that October, however, usually one of the most active months in the year in the iron and steel market, is moving ahead quietly, and there is nothing to indicate that it will effect any material change in the general situation.

CAST IRON WASHERS.

In reply to the inquiry made last week as to manufacturers of cast iron washers, the following names have been furnished:

Warden, King & Son, Montreal; Oshawa Steam & Gas Fittings Company, Oshawa; Ontario Wind Engine & Pump Company, Toronto; Garth Company, Montreal; Dynamic Machine Works, Montreal.

HARDWARE TRADE GOSSIP

Ontario.

Pitman Scharf, of Rishaur & Scharf, tinsmiths, Carp, is dead.

H. E. Patterson, of Geo. H. Awde & Co.,'s hardware store, has leased W. Sturtridge's residence, at Drayton.

R. J. Younge, sales manager, Canada Rubber Co., Montreal, was a visitor in Toronto during the week.

James Sheldrick, hardware merchant, Hagersville, was a caller at the Toronto office of Hardware and Metal on Wednesday.

J. Dandie, Streetsville, was in Toronto on Wednesday. H. A. Kemp, formerly with the Gurney Foundry Co., Toronto, has opened a tin shop in connection with Mr. Dandie's store. Business, says Mr. Dandie, is very brisk, and there is no sign of depression in his district.

A. J. Rabone and his son, Bryan Rabone, of John Rabone & Sons, tape and rule manufacturers, Birmingham, Eng., were visitors in Toronto and Ottawa this week. The firm's goods are sold in Canada by Thomas Mortimer, manufacturers' agent, Toronto, who leaves next week on a five weeks' trip to Western Canada.

The Brooks-Sanford Hardware Co., Toronto, organized in 1904, has assigned to Osler Wade and John Brooks, who is guarantor of the company's liability to the extent of $35,000, has applied for a winding up order. A couple of years ago the company established a branch at Hamilton and later another at Winnipeg, the company's specialties being builders' hardware, mantles and tiles. The Sovereign Bank smash and the slump in business in the West last Winter are primarily responsible for the assignment, the business having been carried on during the past Summer by Mr. Brooks under a heavy strain. The Winnipeg branch was closed in March, and the Hamilton store has been sold to the Canada Plate and Window Glass Co., Toronto. It is probable that the Toronto end of the business will be offered for sale en bloc.

Western Canada.

The Moore Co., grocers and hardware merchants, Winnipeg, have sold their hardware stock to J. S. Barrie.

Quebec.

Beauvais Freres, hardwaremen, Montreal, have dissolved.

J. Bedard, of Richmond, Quebec, has been visiting Montreal.

The Canadian Brass Polish Co., Montreal, has been registered.

The assets of J. O. Giroux, hardwareman, Montreal, are to be sold.

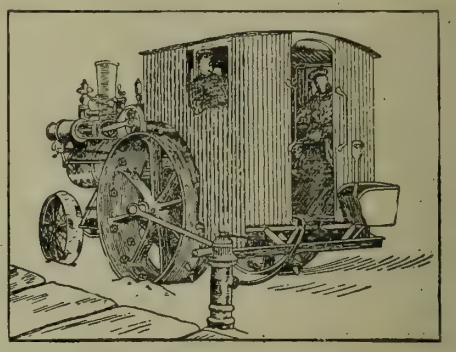
J. A. Lowry, East Clifton, Que., has been visiting Montreal hardware circles.

F. Shillington, of the Canadian Copper Co., Copper Cliffe, has been on a visit to Montreal.

What is said to be the first carload shipment of rifles made by a Canadian or American jobber was made to the west this week by Caverhill, Learmont & Co., Montreal. Altogether the firm are shipping their Swiss rifles in small lots totalling in quantity equal to ten carloads.

THAWING OUT HYDRANTS.

During an increased spell of cold weather a number of water mains and hydrants were frozen in our city and could not be used in case of fire. The accompanying sketch shows how W. B. Barker, Onaway, Mich., fitted my road roller with a pair of narrow faced front wheels, and with spikes in the rear rollers so he could drive it from



Thawing City Hydrants

one hydrant to another. One end of a hose was connected to a steam pipe inside the cab and the other end run into the stand pipe of the hydrant. The work was accomplished quick and with success.—Popular Mechanics.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Stable Fittings.

W. H. McKeen, Springvale, Ont., asks where iron cow stanchions can be secured.

The Metal Shingle & Siding Co., of Preston; the Steel Trough & Machine Co., Tweed, and the Dennis Wire & Iron Co., are manufacturers of this line.—Editor.

Black Boards.

J. E. Hussey, Melbourne, Ont., wants to secure slate black boards.

Geo. M. Hendry & Co., 20 Temperance Street, Toronto.—Editor.

Show Card Writing.

H. Henderson, Collingwood, asks where show card writing and advertising is taught in Toronto.

Write the International Correspondence Schools, Toronto; Central Business College, Toronto; and P. T. Thompson, 105 Victoria Street, Toronto. —Editor.

Trade News From Atlantic to Pacific

Maritime Provinces

Retail Hardware Company Organized—New Brunswick Graphite Mine in Operation.

HALIFAX.

October 13.—There is not much doing in the hardware line just at present. Jobbers say that the slackness in trade is due principally to the Dominion elections campaign, which is now on, but they expect a revival in business as soon as the contest is over. Storekeepers are now too busy with the elections to order goods. The rush for Fall goods is about over, all the big orders having been filled. There is still considerable demand for cement, particularly in Halifax, where $10,000 is being expended in the construction of permanent sidewalks. Building operations continue quite brisk. The weather has been remarkably favorable for outdoor work this season, and the various contractors who have large jobs on hand are making good progress.

Cragg Bros., retail dealers, have a big sale on which has attracted many buyers to their store.

Notwithstanding the depression in the lumber market there is considerable activity at some points in Nova Scotia, particularly at Annapolis. Last week there were four large vessels there loading lumber, their combined cargoes totalling about two million feet. There are now at the same port two barques loading lumber for South America.

W. A. Mackay, president of the Mackay Mining Company of North Sydney, who was in Halifax last week, received word that the Collins seam of coal had been discovered underlying the seam operated by the Mackay Mining Company. The outcrop of the seam was found 1,500 feet west of the site of the Mackay mine. The discovery means a great deal for the Town of North Sydney, and no doubt another colliery will be the result of this find. Considerable doubt has been expressed as to the identity of the seam worked by the Mackay Mining Company, many being of the opinion that it was the Collins seam, and the recent discovery has set at rest all doubts.

MONTREAL

Montreal Oct. 16—The prospectus of the Canada Iron Corporation, which is a combination of the concerns controlled by the members of the firm of Drummond McCall & Co. and their associates shows the capital stock to be $5,000,000 common and $3,000,000 6 per cent. preferred. There are $2,500,000 6 per cent. first mortgage gold bonds, of which a London firm is offering $1,870,000. The balance is being taken by the holders of the existing bonds in the companies controlled by the corporation. These include the Canada Iron & Foundry Co., the Canada Iron Furnace Co., John McDougall & Co., the Annapolis Iron Co. and the Londonderry Iron Co. The directors of the new corporation are T. J. Drummond, president, G. E. Drummond, Edgar McDougall, C. C. Chipman, H. Cockshutt and George Gudwell. The London committee is composed of Sir James Heath, J. Hamilton Beum and R. W. Cooper.

At a special general meeting of the Montreal Board of Trade on Monday it was unanimously decided to make an amendment to the present by-law regulating the membership fee, so as to provide for a temporary reduction of the fee from $100 to $50 with a view of increasing the Board's membership from 1,300 to 1,500. T. J. Drummond, president of the Board, pointed out that a larger membership meant a stronger membership, and that the addition of the extra fees to the revenue would make it not only possible for the Board to meet current expenses, but help towards paying off the debt standing against the present building.

Representatives from a number of wholesale hardware and metal firms will meet in the Victoria Rifles Armory to form a hockey league for the season. Among the firms who will have teams represented are A. C. Leslie & Co., Drummond, McCall & Co., Starke-Seybold & Co., Frothingham & Workman, Lewis Bros. and Caverhill, Learmont & Co.

Ontario Trade Items

Hamilton Departmental Offers Reduced Fares to Customers From Out of Town—Rebuilding Westman Store at London—Business Reported Lively in the Country Districts.

OTTAWA.

October 14.—The chief topic around the city is politics, and until after the 26th it is doubtful if there will be any appreciable boom in business. The different followers of the two parties are striving for success for their particular candidates and every night sees meetings in various sections of the city. The Conservative aspirant, Thos. Birkett, wholesale hardwareman, is working hard for victory.

William Wainwright, vice-president of the Grand Trunk Railway, states that tenders have been received for the baggage annex at the Central depot, which is to be used as temporary station quarters until the station building is erected. The contract will be awarded at once and it is expected work started in a few days. As soon as the deed for the hotel site is executed tenders will be invited, and the company hope to have the foundations in before winter.

During September there were one hundred real estate transfers, ranging in price from $48,550 downwards. The deal for this large amount was that of the transfer by the liquidator of the Canada Stove Co. to the National Mfg. Co., of the property on Catherine Street.

The building permits for the week ending Oct. 10 numbered eleven, nine of which were for dwellings, and the other two were for additions to tent and awning factory and cement block machine shop.

The demand for stoves still obtains, and there is also a good sale of hunting requisites.

The reports from plumbers and steamfitters indicate unusually good business. Owing to the mild weather remaining so late this fall, people refrained from giving attention to their heating apparatus, with the result that there is a superabundance of jobbing orders to receive attention. People want the work done quickly and tradesmen experience difficulty in securing good workmen to enable them meet the rush.

Currie & Livack are attending to the plumbing and steamfitting in the branch of the Bank of Ottawa on the corner of Bank and Gladstone Ave.

The proposed new building by-law is comprehensive, as prepared by the City Architect. It is much the same as that in Toronto, sections of the by-laws of that city, Vancouver, Winnipeg, Montreal, Buffalo and Detroit having been incorporated. Several sections affect the height of buildings. Other clauses outline the duties and powers of the building inspector. With him rests matters pertaining to inspecting all public halls, theatres, convents, schools, etc., determining as to their safety and acting accordingly. One section relates specifically to elevators, their construction and their doors. Other sections give information concerning technical questions, especially interesting to architects and builders, and touching on apartment houses, different kinds of roofing, and particulars regarding measures for the compulsory attaching of fire escapes to large buildings. Altogether the by-law appears to cover all important points.

G. E. M. H.

HAMILTON.

October 13.—Hamilton firms seem to be very original in their advertising schemes and not the least among them is the Stanley Mills Company. That firm held last week in persuance of a practice established last year, excursions from a number of centres in the vicinity of Hamilton, by which the residents of these places were enabled to come to the city for at least one-third, and in some cases less than that proportion, of the regular railway fare. Although the scheme has been tried out before, it was never operated with more success than it was this year, when between 7,000 and 8,000 people came to the city and patronized the company's store. In addition to proving a good method of encouraging the outsiders to patronize the store, these excursions tended to show what a centre Hamilton is becoming by reason of its network of electric railways.

The first excursion was held from Brantford, from which the regular re

turn fare is $1. The Mills firm brought all who wished to come to the city for 25c. Other excursions were held from Ancaster, Grimsby, Burlington, Beamsville, Oakville and Dundas, and in all 92 cars were required to handle the excursions, which were all on different days. But while the excursions were a success in point of numbers, they were not successful financially, the firm endeavoring to develop future trade by first developing the habit among the outside people of coming to the city to purchase their goods.

Despite the brighter outlook and apparent briskness of conditions generally, local hardware dealers report that business is not looming up as might be expected. The manufacturers, however, are receiving an increase of orders and especially the stove manufacturers are feeling the improvement in trade. This is particularly applicable to Ontario, but the West does not appear to be doing its share. A surprisingly large trade has developed here within the past year or so in natural gas accessories, such as gas stoves, lamps and burners. The stove men are turning out a neat and inexpensive gas stove, which allows a fair margin and which is meeting with a ready sale, while the storekeepers find a ready sale for burners, etc.

The promises of the Dominion Power and Transmission to spend nearly $500,000 on railway repairs in and about the city is regarded with no little concern by the business men in so much that it promises to provide work for a large number of idle men. The company officials say the work will be commenced right away and carried on as much as the weather will permit, throughout the winter months. This is how the company proposes to spend the money :— New tracks, $119,000 ; car barns and repair shops, $75,000 ; air brakes and improvements to cars, $18,000 ; freight equipment of suburban lines, $37,000, and new cars $35,000. As the company intends to build most of its own cars, this will mean that practically all of the money will be spent in this city.

The Gurney-Tilden Company has been reorganized and has been incorporated, with a capital of $800,000. There will be some changes in the firm later on.

The fire and water committee of the city council has decided in favor of awarding the contract for new motors for electric pumps to the Canadian Westinghouse Company, of this city. The work will cost $9,570, and the McDougal Company, of Montreal, will get the contract for the pumps.

D. L.

LONDON.

October 13.—Jobbers report orders for sporting goods unusually large this season—a sign that times are not so hard after all.

Work on rebuilding the burned Westman store on Dundas Street will begin at once, removal of the debris having about been completed.

A. E. Crockett, of the Standard Chain Works, Sarnia, who was in the city this week, is authority for the statement that the company's factory in that town, lately destroyed by a cyclone, is to be rebuilt at once. Contracts for the masonry and carpentry work have been awarded.

Wm. Gurd & Son, gunsmiths, Dundas Street, have at present a splendid window display of sporting goods, consisting of guns, rifles, cartridges, hunters' outfits, etc. The sight is one that makes a man feel like taking to the woods.

Work on the second section of the new Smallman & Ingram building, on Dundas Street, is now well under way. The foundation is about completed and work on the superstructure will be rushed.—F. T. Y.

CHATHAM.

October 13.—The hardware trade in all lines is experiencing a very busy season. Business is brisk. Merchants in all lines report a big acceleration of business during the past month; but this is exceptionally true of the hardware men, who, of all lines, come nearest to the farming community. The good crops have most to do with this encouraging condition of affairs, inducing farmers to buy freely.

Business is particularly rushed among the plumbers and gasfitters. Everybody is putting in gas. "Really, we can't touch it this week," is the information usually vouchsafed the man who nowadays brings in an order for gasfitting; and those citizens are lucky who placed their orders during the slack season, several months ago. Stoves are moving out rapidly.

The Chatham Retail Merchants' meeting, scheduled to take place to-night, has been postponed till after the elections. It is then designed to hold a big gathering which will give the season's work of the association a good send-off. An outside speaker will probably be secured to address the meeting on some subject of interest to retailers. There is a movement in the direction of holding fortnightly instead of monthly meetings, as in this way it is believed more members could be reached and interest better maintained.

The city has finally accepted from the Colonial Engineering Co., of Montreal, the new gas producer engine for the city electric lighting plant, subject to the putting in of a new dynamo for the second-hand dynamo temporarily installed.

The Prairie Provinces

New Town of Elstow Growing Rapidly—Much Railway Construction Work Being Done—Prince Albert to Vote on New Water and Fire Systems.

SASKATOON.

October 10.—The brackets and steel work for the new foot bridge to be placed on the traffic bridge, have arrived. It is the intention of the city authorities to place a water main across the river below the footbridge about to be erected. Steel riveted spiral pipe will be used for the purpose of conveying the water from the power-house to the standpipe on Nutana Hill. The steel work of the bridge will be placed in position by Government men, while the city will do the rest.

The school board trustees are considering the advisability of placing fire escapes on the city schools. The fire chief has been asked to inspect the schools and submit a report at the next meeting of the board. As soon as the water connections are made a supply of hose will be kept on the premises in readiness in case of fire. In the meantime automatic fire extinguishers are kept on hand at each of the buildings.

The Western Plumbing & Heating Co. have now taken steps for the erection of a new block on Twentieth Street west. The site was purchased some time ago. The building will be 25x50 feet, of cement blocks, and two storeys. The ground floor will be fitted up as a show room, with workshop in the rear. Upstairs there will be a number of offices. The excavating work was done by J. Davis. Mitten Bros. are the builders, and J. Priel will do the carpenter work. The building will be completed in about six weeks.

The first consignment of material for instaling the new fire alarm system has arrived. This consists of a number of crossarms and a quantity of galvanized wire. The arms will be attached to the electric light poles now in use. Altogether about nine miles of wire will be used and twenty alarm boxes will be placed in different parts of the city. It is expected that the new system will be in operation as soon as the new fire hall, now under construction, is completed.

A new skating rink will be built in the city shortly by the Central Rink Association, which comprises a number of young business men of the city.

The contract for the new wholesale warehouse of the Rogers Fruit Co. has been let to J. Priel, for the sum of $11,500. Excavation has begun on the site. The architects are Webster and Noel.—D.G.R.

ASQUITH.

October 10.—The new C.P.R. station at Asquith is nearing completion and will soon be ready for occupation.

H. J. Cameron has placed his stock in his new store on Main Street. He is also building a store 25x70 feet for renting purposes.

A new building is being erected by A. Lunn.

The foundation for a new flour mill is complete and part of the machinery and lumber has also arrived on the site.

Grain is rapidly pouring into the local elevators.

ELSTOW.

October 10.—The new town of Elstow, Sask., on the C.P.R., is growing rapidly. A new hotel is at present under course of erection. A new flour and feed store is being built for W. S. Taylor. R. H. Smith is building a house on Main Street. A feed mill and machine shop are being built on Railway Avenue. W. Neish has built a new house and is also making improvements on his blacksmith shop. J. Corestine has built an office adjoining his warehouse, and he is also excavating for a residence. Stewart Bros. have had their general store moved from Railway Avenue to a better location on Main Street. They contemplate erecting a larger store in the Spring as the present one has been found to be too small for their increasing business. Several other residences of various sizes are in course of erection.

British Columbia

Fernie to Be Reconstructed on a Fireproof Basis—Vernon Hardwareman Secures Government Position — Steel Plant May Be Established.

VANCOUVER.

October 10.—A large number of lumbermen are on the coast just now, a deputation having come from the interior to interview the Government in regard to the perpetuity of lumber licenses. They all report business dull. "When the lumber industry is inactive," remarked R. H. Alexander, secretary of the B.C. Lumber & Shingle Manufacturers, to Hardware and Metal yesterday, "a great many people are affected. It means less work for tugs and slack times for the iron works, for at first thought one might not think that a very considerable amount of work goes continually to the iron trades."

On the whole, though the hardware business is reported good, and in conversation with merchants, none are pessimistic. The volume is satisfactory and the prospect is very favorable.

The Hunter Hardware Company had a large exhibit of the Majestic range at the New Westminster fair this year, Mr. Best, an expert from the factory, being there to demonstrate its good qualities.

Important visitors this week were the party of Grand Trunk Pacific officials, including C. M. Hays and Frank M. Morse. They have gone on to Prince Rupert, but while here Mr. Hays announced that tenders for the construction of 300 more miles of the railway in British Columbia would be called for within the next thirty days. The sections would be 200 miles west from Wolf River and 100 miles east of the section already under construction on the Skeena River. This will mean activity at this end, as the officials stated that construction would be rushed with as little delay as possible.

Building still continues apace. The value of the permits for the last week was $56,325, the two principal items being one for a $17,000 structure for P. Burns & Company, and another for D. E. Hariss for a brick apartment house. The permit for the Carter-Cotton building, to cost $225,000, wil be issued this week.

W. R. Owens, manager of the Mount Pleasant branch of the hardware business of J. A. Flett, Ltd., had charge of an attractive exhibit of malleable ranges at the provincial fair.

James Jacques, of the Penticton Hardware Company, Penticton, B.C., was through here the other day on his way to Colorado and California, where he will spend the winter.

J. C. W. Stanley, of this city, has invented a wood splintering machine, designed for the preparation of wood refuse in the manufacture of paper pulp. In this machine, the wood refuse from sawmills or lumber camps is passed through a succession of graduated spiked and fluted rollers, by which the wood is crushed and broken into splinters of the required degree of fineness, being passed over shaking screens between each successive pair of rollers. This process of preparation has advantages in the treatment of resinous woods in that the resin which surrounds the splinter fibres is more readily removed from the wood in the process of pulping that where the cellular structure is cut across as in preparation by chipping. It, moreover, renders available the slab wood and waste cuttings of lumber mills, which cannot be reduced by chipping. This invention will be used in connection with the plant of the British-Canadian Wood Pulp & Paper Company, now in course of construction at Port Mellon, fifteen miles from Vancouver, and the fact that all kinds of mill refuse will be used will mean that a great deal of lumber refuse, which has hitherto been burned, will be utilized.

The B. C. Electric Railway Company has let a contract for the construction of a launch at a cost of $8,000 to the Vancouver Shipbuilding Company.

John Hanbury, of Brandon, Man., president of the Hanbury Manufacturing Company, who has large interests in East Kootenay and Vancouver, is here. When the new Granville Street bridge across False Creek was being laid out, his mill was in the way. It was taken down, and now Mr. Hanbury says he will rebuild on a nearby site, larger and better than ever.

A. F. Nye, western manager of the Berger-Carter Company, Seattle, passed through Vancouver on his way to Kamloops, in connection with the instalation of a new plant in the fruit and vegetable cannery there. With a duty of 33 per cent. on machinery, it ought to be possible to secure what is wanted in Ontario, where so many canneries are in successful operation.—R. B. B.

NELSON.

October 3.—At the sixth annual Exhibition of the Nelson, B.C., Agricultural and Industrial Association, there were some exhibits of considerable interest to the trade. Among these were gray marble, displayed by W. G. Gillett, contractor, of Nelson, quarried in the Kootenay district; a fine line of castings by the Nelson Iron Works, wood pipe by the Wattsburg Pipe Company, and a unique display by the Consolidated Company, of Trail, showing the progress in their work of turning lead ore into lead pipe.

R. B. B.

NANAIMO.

October 4.—While Vancouver is importing Oamaru stone from New Zealand, contractors in American cities on the Pacific coast are securing stone from British Columbia for building purposes. The San Francisco mint and other prominent buildings in that city were constructed of stone quarried at Newcastle Island, near Nanaimo, and now the property there has been taken over by the Newcastle Quarry Company, which will have its headquarters in Tacoma. Among those interested are W. D. Prideaux, Berkeley, Cal., President; Percy Sinclair, Tacoma, Secretary, and Mr. Ward, Manager. New machinery will be put in. Already several good contracts have been landed in Seattle, Tacoma and other places.

VICTORIA.

October 10.—The death took place this week of William George Norris, 90 years of age. He came from England early in life, settling at first in Toronto, but in the sixties came on to Victoria and opened up a hardware store. He enjoyed good health up to within a few days of his death.

J. T. Shadforth, organizer of the Northern Iron & Steel Corporation, who is in the city, states that he has been asked by the Mexican Government to proceed to Mexico City to consult with them regarding the establishment of a steel plant in the republic, primarily intended for the manufacture of ordnance. He has only recently returned from Mexico, but he says he is convinced that, while lower California would be the only possible competitor that British Columbia would have in the matter of steel manufacture, this Province had coal advantages. Mr. Shadforth is anxious to locate a plant in British Columbia.

The following are the tenders under consideration for the electric and steam pumps to be used in the high pressure water system, which is being installed: Findlay, Durham & Brodie, Victoria, electric, $9,126, steam, $9,054; Hinton Electric Company, $12,500 and $11,800; Vancouver Engineering Works, $10,000 and $17,900; Canadian General Electric, $12,150 and $12,450, with a tender for a steam turbine pump at $19,150; W. G. Winterburn, $8,100 and $17,200, steam turbine, $16,000; R. P. Ritchet & Co., $10,525 and $15,332, with alternate tender of $9,945 and $10,645; Perry Machine Company, Seattle, $9,228 and $13,151.63. The estimate of cost for the duplicate pumps was about $18,000, but the tenders indicate that the cost will exceed that figure.

FERNIE.

October 10.—A noteworthy feature in the rebuilding of Fernie, which is making remarkable progress, is that the new city will be practically fireproof, particularly in the business portion. Structures of cement, brick and stone are taking the place of the former wooden buildings. The substantiality of cement, even against the destructive fire that took place here last summer, was amply demonstrated, and people were able to see with their own eyes what this kind of construction would stand. Building is very brisk, and the confidence of the people here is shown in the splendid buildings that are being erected, such as the new Hotel Fernie, which will be constructed of cement and stone at a cost of $40,000.—R. B. B.

A summer hotel will be built at Delta, Man., next spring. The Canadian Northern Railway have been asked to aid this project.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Oct. 16, Room 511, Union Bank Bldg, Winnipeg.

Wheat is pouring out of the country in unprecedented volume and, with the settlement of the C.P.R. strike, the only cloud on the business horizon has been lifted. The outlook is indeed bright and every branch of business is showing a healthy revival of activity. Collections are showing considerable improvement since the crop money began to circulate a few weeks ago.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7, and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2½; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7; 3-16, $5.50; ⅜, $4.90; 7-16 $4.70; ½ $4.40; ⅝, $4.20; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper king, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel 35; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

STOVE PIPES—6-inch, $9.25; 7.inch, $10.

BUILDERS' HARDWARE—50 p.c.

TINWARE, Etc—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ pc. other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $36; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼; pure manila, 13¾c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Vic-

ROSS BROS.

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HARDWARE ONLY

"Alberta Oaks"

are not light, undersized, shoddy, thrown together articles, but heavy, full-sized, well made goods that have already established a reputation for themselves in Alberta.

We solicit your orders.

EDMONTON, ALBERTA

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited

WINNIPEG, MAN.

A Want Ad. in Hardware and Metal will reach practically every man in the trade from Halifax to Vancouver.

BAS-KA-NO and LIN-UNA

TAPESTRY BURLAPS

New and attractive wall coverings for decorating walls of halls, stairways, bathrooms, dining rooms, etc. Latest colors, standard widths.

A sample book showing colors and full particulars for the asking. Drop us a post card.

The Winnipeg Paint & Glass Co., Limited

CALGARY - WINNIPEG

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware

EDMONTON, ALTA.

If you want the **whitest** Lead —the **finest** Lead—the Lead with the **longest life**

ORDER

Stephens

House Painters' Perfect

Made with the finest English Carbonate Lead ground in our own Refined Linseed Oil.

All orders for this Brand shipped same day as received.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg, - - - Canada

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

The

"Pease Economy" Domestic Heater

Certainly Does Save Money

It is for this reason that hundreds of dealers find it an exceedingly profitable line to handle. This heater can be fitted in any warm air furnace. The water passing through it is heated for the bath room and other domestic purposes without in the least interfering with the house-warming function of the furnace. The fuel used for heating is merely made to do double duty, to the great saving of gas and coal bills, and the great comfort and convenience of your customers.

This heater is

NOT IN THE WAY

because it isn't in the fire box, but suspended in the combustion chamber where there is lots of room.

Have you got our catalogue? Send for copy—it's free.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

toria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3 ; galvanized, $4.10 ; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20 ; galvanized, $4,30 ; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12, smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.30 ; Swedish iron, $4.95 ; sleigh shoe steel, $2.75 ; spring steel, $3.25 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $9.50 ; Jessop, $13.

PIG LEAD—$5.50. Lead pipe, $7.

SHEET ZINC—Casks, $8 ; broken lots, $8.50.

COPPER—Planished copper, 2J½c per pound ; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50 ; 3/8, $2.85; 1/8, $3.50; 3/4, $4.65; 1, $6.60; 1¼, $9.00; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45.00; 4½, $52.00; 5, $58.00; 6, $75.00. Galvanized: ¼-in., $3.50; 3/8, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55 ; nipples, 70; classified malleable fittings, 25 ; malleable bushings, 50 ; malleable unions, 55 p.c.

GALVANIZED IRON—Apollo 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

TIN PLATES—I.C. charcoal 20x28, full box, $9.50 ; ½ box, $5 ; IX full box, $11.50; ½ box, $6 ; IXX, full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25 ; 8.inch, $3.50 ; full polish, 6 amd 7 inch, $4 ; 8-inch, $4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c ; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c ; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c ; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c ; case, $2.45 ; Eocene, gal., 24c ; case, $2.60 ; Penniline, gal., 25c ; Silver Light, 22c ; Starlight, 20c ; Sterling Light, 24c. Engine gasoline, gal., 24c ; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS—White lead, pure, $6.50 to $7.50, according to brand ; bladder putty, in bbls., 2½c; in kegs. 2¾c ; turpentine, barrel lots, 65c. Linseed oil. raw, 62c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Oct. 16.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25 ; brt. wire staples, $4.20 ; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85 brass, 75 ; round head, bright, 75 and 10 ; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p,c,; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS—First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2, cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, $8 doz.

WRINGERS—Royal Can., $38 per doz. manila, 12½c ; pure manila, 15½c.

BUILDING PAPER—Plain, 62c per roll ; tarred, 82c per roll.

AMMUNITION—Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65 ; 12, smokeless, chilled, English, $25 ; 10, $29 ; 12, Canadian, $24 ; 10, Canadian, $28 ; shot drop, $7.50 per 100 lbs.; chilled, $7.90 ; buck, $8.30 ; 28 ball, $8.70 ; powder, F. F., Hamilton, $5.25 per keg.

Novelties for the Hardwareman

TWO-IN-ONE NAIL.

The American Felt Roofing Nail is being generally endorsed by the roofing trade as a two-in-one substitute for nails and tinned cap. It is pressed from a No. 12 square wire, having a sharp point and barbed corners, which not only prevent the nail from turning under pressure, but also keeps it in its original driven position. Its head is clean pressed, having no projections underneath noticeable in other makes. It can be driven hard, making a tight compact without injury to the frailest roof covering.

This nail is an advanced production in the art of wire manufacture, having a planished head 3-5" diameter, making it

Two-in-One Nail.

an article possessing advantages apparent to all.

Samples can be secured from the wholesale trade, or direct, by applying to the United States Steel Products Export Co., Montreal, and specifying "American Felt Roofing Nails."

PROTECTION FOR VALUABLES.

The recent epidemic of disastrous fires and the unprecedented number of burglaries of late in the Dominion, forcibly demonstrates the positive lack of protection now existing in the majority of business houses and manufacturing firms, in Canada. This amazing condition, caused by the evident absence of both fire and burglar proof safes illustrates the need of a line of first-class safes which can be sold at a reasonable price.

In the recent great Three Rivers fire, the contents of approximately 80 per cent. of the safes, and the safes themselves were destroyed. One can readily understand the enormous loss that this lack of fireproof protection entailed and our business men owe it to themselves and their business, present and future, to immediately investigate the strength of their protection. It is well to remember that a poor safe is worse than no safe at all, for it will misuse your trust and will not stand the test in time of need. If you are buying for fire or burglary protection, it should not be a question of how cheaply you can buy, but how well you can guard against loss.

The Herring-Hall-Marvin safes, sold by the Canadian Fairbanks Co., embody twenty-two characteristic features, which make strong, convincing reasons proving their superiority. The most economical and shrewdest business men and corporations secure the greatest protection obtainable, by using these safes. The latest types of safes are carried in stock at Montreal, St. John, Toronto, Winnipeg, Calgary and Vancouver. Plans and specifications will be cheerfully submitted, covering instalations for new buildings, either for vaults or an ordinary safe of the most intricate fire and burglar proof safes.

"GOOD CHEER" 1908 CATALOGUE.

Supplementary catalogue No. 59-C is the title of a superior gotten-up booklet descriptive of "Good Cheer" stoves, ranges and furnaces, manufactured by the James Stewart Mfg. Co., Woodstock, Ont., and Winnipeg. An announcement to the trade in the front of the catalogue makes clear the point that the many changes and additions to cooking stoves and heaters made by this concern have made it necessary to postpone the issue of a regular catalogue until the series is completed. In steel ranges the "Rival" and "Homestead" are eminently suited for western trade. The "York" range and "Ajax" cooker are cast stoves which should meet for a small low-priced coal and wood cooker. The "Garnet" cast range is now made in several sizes, and the "Derry" in four sizes has been added to the "Oak" line. The catalogue tells all about these stoves and ranges, and splendid illustrations depict the various lines. This 1908 catalogue will be sent to the trade on request.

For either new or old Buildings

OUR

Metallic Cornices

can't be equalled for practica service and artistic beauty.

They are light in weight, easily handled and economical in cost –giving fire-proof protection as well as a handsome effect.

Almost countless stock designs—or any particular size, shape or pattern to order. Write for full details.

METALLIC ROOFING CO., LIMITED

Wholesale Mfrs.

TORONTO, CANADA.

CORRUGATED

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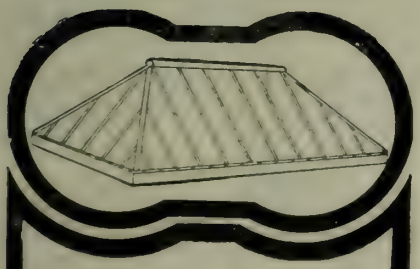
LIMITED.

TORONTO, CANADA.

IRON



Metallic Skylights

The acme of skylight perfection!

We make them from hollow bars of Copper or Galvanized Steel—in style and sizes to suit all kinds of roofs.

They are very strong, and unaffected by cold or heat, as there is neither contraction nor expansion—and, if glazed with our fire-proof wired glass, they are absolutely fire-proof.

METALLIC ROOFING CO.
Limited
Wholesale Manufacturers,
TORONTO and WINNIPEG

You Can Make More Money Selling a *High Quality* Cold Water Paint Like

DECOTINT

than by handling any of the cheap kalsomine preparations of inferior quality.

Sherwin-Williams Decotint is not a kalsomine—it will not rub off on hands or clothing—it holds its color—it is ready for use instantly with the addition of cold water. Decotint is a flat wall finish that can be depended upon to give satisfaction to your customers. It is made in 15 good colors and white. We can make shipment same day order is received. If you have not a good stock on hand better order today so as to be prepared to supply the demand for fall housecleaning.

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.

Warehouses: 86 York St., Toronto, and Winnipeg, Man.

LePage's Oil Door Check and Spring

Also BOTTOM STOPS

Send for Catalogue and Price List.

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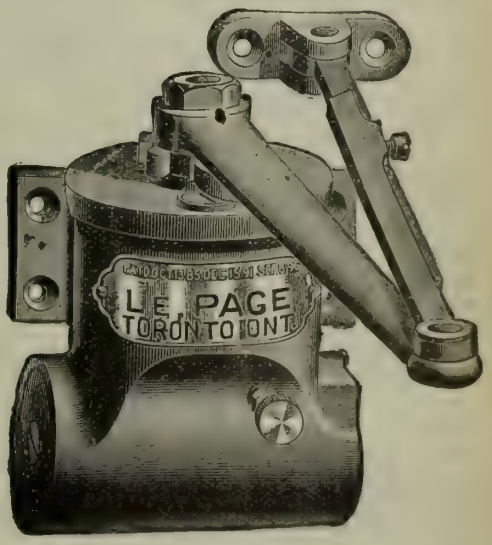


LePage Door Check Mfg. Co.

237 Lansdowne Ave., TORONTO

PARK 1086

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered By Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

OVAL TAPERING BODY.

To describe a pattern for an egg-shaped oval tapering body let A B C D (Fig. 1) be the size of the required article at the top, G H J O the size at the bottom. After drawing the required shape of top and bottom proceed as follows: Draw the lines A B and B C (Fig. 2) at right angles, then draw the line E D at right angles to B C. The distance between B and D is the required depth of the article. Take the distance from E to C (Fig. 1) and mark B a (Fig. 2) and E J (Fig. 1) mark D e (Fig. 2). Draw a line from a e to cut the perpendicular line at h. Take the distance H—A (Fig. 1) and mark off B—C (Fig. 2). Take the distance G—H (Fig. 1) and mark off D d (Fig. 2) and draw the line C d to g. Take the distance from F—M

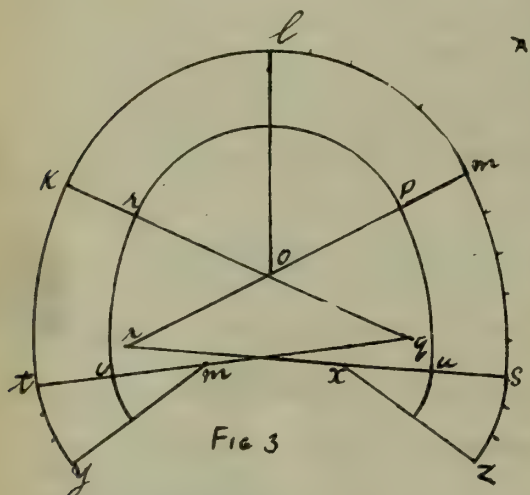


Fig 3

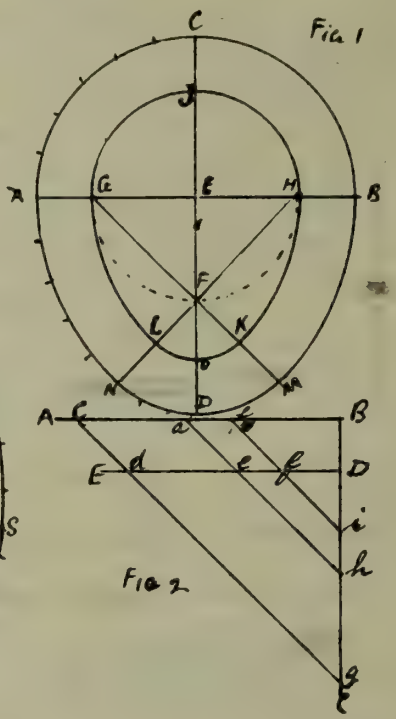


Fig 1

Fig 2

(Fig. 1) and mark B e (Fig. 2) and the distance F to K (Fig. 1) and mark D f and draw e f to i. Draw the line l o (Fig. 3). Then with o as centre and radii h a and h e (Fig. 2) strike the curves k l m and r p. Take the length of the curve from A to C (Fig. 1) and dot off the same distance from l to m and l to k (Fig. 3). Draw lines from m and k through the centre o and continue them indefinitely, take the radius to C (Fig. 2) and from k mark off q and from m mark off r. With q and r as centres and radius r m draw the curves m s and k t. Make m s and k t the same length as A N and B M (Fig. 1). Draw lines from t to centre q and from s to r. Using r as centre and radius g d draw curve b u and with q as centre and radius g d draw the curve r v. Take the radius i e and from t and s mark off m and x for centres and draw the curves t y and s z. Make s z equal to N D and draw lines from z to the centre x and from y to m with radius i—f, draw the curves from u and v, which will complete the pattern. Edges must be allowed.

W. M. M.

HOW TO REMOVE A DENT FROM A GUN BARREL.

The following method of removing dents from gun barrels has been supplied by a veteran gun repairer, who says that it is one of the best he knows of: Having removed the barrel from the action or stock, insert in the barrel at the breech-end a solid leaden plug or bullet, as near the size of the barrel as possible; place the barrels on a solid block with a solid ramrod or stick in the barrel, reaching within a few inches of the chamber, then proceed to flatten out the plug or bullet by striking it with another rod or hammer; the bullet being prevented from slipping down the barrel by the ramrod underneath, it will expand until it perfectly fits the barrel; then proceed to force the plug—having first lubricated it—towards, and gradually past the bruise, turn the plug half round in the barrel, and repeat the process until the bruise is raised. The barrel should be warmed during the process by applying a hot iron to the outside of the bruised part.

Recent building permits granted at Vancouver are as follows: F. Welsh, $2,000; Dominion Trust Company, $1,700; William Gidley, $1,700; H. J. Edwards, $100; D. E. Harris, $3,500.

CONDENSED OR "WANT" ADVFRTISEMENTS

ARTICLES FOR SALE

EVERY HARDWAREMAN should handle the Time Saving Coupler. It is a sure saver of time and temper, it works simply and instantaneously, and its joints are absolutely watertight. The unusual advantages possessed by the Time Saving Coupler will make it popular among your hose using customers. (tf)

AGENTS WANTED

CHAINS, ANCHORS, &c.—A Lancashire firm manufacturing chains, anchors, windlasses winches, capstans, steering gears, tanks, iron buoys, pontoons, lighters, dock accessories, &c., desires to communicate with Canadian firms, with a view to opening up business connections. (1538f,45)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

BUSINESS CHANCES

GENERAL HARDWARE STOCK, — $4,800, in Ontario. A good town, having A1 farming section around it. Satisfactory reason for selling. Apply Box 751, HARDWARE AND METAL, Toronto. (42)

FOR SALE—General hardware business, stock about ten thousand, splendid investment, in Vancouver, B.C. Good reason for disposing of same. Apply Box 750, HARDWARE AND METAL, Toronto. (41)

MANUFACTURER would like to invest from three to five thousand dollars in prosperous retail hardware business near Toronto. State value of stock carried, yearly turnover and other particulars. Box 100, HARDWARE AND METAL, Toronto. [45]

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont.

TOOLS AND ACCESSORIES—A firm of general tool merchants in the north of England invite catalogues from Canadian manufacturers seeking an export trade in small tools and accessories. (1525f,45)

AGENCIES WANTED

MANUFACTURERS of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

A COMMISSION FIRM, with sample rooms in Calgary, are desirous of securing agencies of hardware specialties for the Province of Alberta. Subscribers have good connection and call regularly upon the trade. Address Box 753, HARDWARE AND METAL Toronto. (43)

RETAIL HARDWAREMAN, with wide experience, wishes to establish himself as manufacturers' agent in Toronto, and would like to correspond with manufacturers who are interested. Best of references can be given. Address Box 101, HARDWARE AND METAL, Toronto. (tf)

TO STOVE MANUFACTURERS—Exclusive agency wanted for Toronto and suburbs for first class coal range to push along with gas range of which we have exclusive rights for Toronto. Excellent connection already established. Address Box 754, HARDWARE AND METAL, Toronto. (42)

WESTERN AGENCY WANTED for good saleable line of goods. Box 755, HARDWARE AND METAL, Winnipeg. (44)

MACHINERY STEEL

SMOOTH AND IRON FINISH

All sizes in stock ¼" to 6"

A. C. LESLIE & CO., LIMITED

MONTREAL

BOOKS FOR METAL WORKERS

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid.

TINSMITHS' HELPER AND PATTERN BOOKr by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats o simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

SITUATIONS WANTED

WANTED—Position as book-keeper and accountant. Has had training with wholesale, retail and manufacturing firms. Can give best of references. Address Box 102, HARDWARE AND METAL, Toronto. (45)

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

ARTICLES FOR SALE.

COMPLETE SET TINSMITH'S TOOLS, with parallel cutters. Box 756, HARDWARE AND METAL, Toronto. [43]

VOLUNTEER BOUNTY ACT, 1908.

WARNING TO PURCHASERS

EVERY assignment of the right of a South African Volunteer entitled to a land grant must be by way of appointment of a substitute and must be in the form provided by the Act.

Special attention is called to Sub-section 3 of Section 5 of the Volunteer Bounty Act, 1908, which provides that no assignment of the right of a volunteer by the appointment of a substitute shall be accepted or recognized by the Department of the Interior which IS NOT EXECUTED AND DATED AFTER THE DATE OF THE WARRANT FOR THE LAND GRANT issued by the Minister of Militia and Defence in favor of the Volunteer.

J. W. GREENWAY,
Commissioner of Dominion Lands,
28th September, 1908. Ottawa.
(44)

IVER JOHNSON
SAFETY AUTOMATIC
REVOLVER

We point to the difference between the positively and absolutely safe Iver Johnson Safety Automatic Revolver and the imitation near-safeties. *They* have some device *added to* them to make them near-safe. The safety feature of the Iver Johnson *Safety* is the firing mechanism itself—not some spring or button device to pull or press. That is why you can, in perfect safety—*not* near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. ADVERTISED in all the big magazines and sportsmens' periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

Hammer the Hammer
Accidental Discharge Impossible

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.
Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.
IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES

Hammer the Hammer.

COLD TWISTED STEEL BARS FOR CONCRETE REINFORCEMENT

The first requirement of a reinforcing bar is a high elastic limit.

This feature our **COLD TWISTED BAR** possesses to a greater degree than any other concrete bar.

It has an

ELASTIC LIMIT OF 55,000 LBS. PER SQUARE INCH

This is from 60 to 100% higher than that of ordinary bars, and this increase in strength is produced by cold twisting.

We make all sizes, ¼" to 1¼" in lengths from 6 to 38 feet.

THE MONTREAL ROLLING MILLS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc

Industrial Development.

The new elevator at Port Colborne is now in use.

The Bathurst (N.B.) Lumber Co. is building a new plant.

The G.T.R. are willing to enlarge the capacity of their elevators at Montreal.

The Porto Rico Lumber Co. will erect this Fall a new saw mill at Nelson, B.C.

Detroit capitalists will develop the copper finds at Black Bay, near Port Arthur.

The Sunbeam Incandescent Lamp Co.'s new building at Toronto will be enlarged.

J. W. Milligan, Orillia, has erected a veneer mill for manufacturing apple barrels.

The Medicine Hat Milling Company will put up a new elevator at Grassy Lake, Sask.

A. McMichael will build a 25,000 bushel elevator at Beatty Siding, near Melfort, Sask.

Burtt's saw mill, recently burnt at Burtt's Corners, N.B., will be rebuilt, likely at Fredericton.

An English cordage company is looking for a site at London on which to erect a branch factory.

W. J. McKechnie, of Gloversville, N.Y., is negotiating for site or bonus for a factory at Regina.

N. Kew has the contract for the erection of a new mineral water factory for Austin Burke, at Brantford.

The Alberta Pacific Elevator Company will build three elevators at Taber, Gleichen and Killam, Alta.

Three elevators, a feed stable and a large boarding house are to be built at Keeler, Sask. J. P. Keeler is interested.

The McLaughlin Carriage Company, Oshawa, has purchased property at Toronto, on which a large garage will be erected.

R. T. Lowther, Oxford, Eng., and Mr. McDonald, Pictou, N.S., will erect a large cloth manufactory at Edmonton this Fall.

It is stated that the present site of Knox College, Toronto, may be sold to an English company for a large departmental store.

The Peterborough Meter Co. has taken the premises just vacated by the Collier-Cunningham Co., which has taken larger premises.

Vancouver mining men looking for gold at Sturgeon Lake, in the Thunder Bay Country, came upon immense and valuable iron deposits.

A company is being promoted in Philadelphia to manufacture boots and shoes in Winnipeg. An option on two sites has already been secured.

The E. & T. Fairbanks Company's new plant at Sherbrooke is now ready for operations, and the Sherbrooke Machinery Company's new shops are completed.

Toronto is after a couple of Pittsburgh industries which wish to locate branches in Canada. One of the concerns if satisfied with the outlook will erect a $500,000 factory.

The Christie-Brown Company, Toronto, will probably erect a biscuit factory or warehouse in Regina. The Mooney Biscuit & Candy Co., Stratford, are also likely to build a factory.

The MacGregor-Gourlay Co., Galt, has sold its north shops to F. J. Shimer & Sons, Milton, Penn., manufacturers of Shimer heads, etc., who will start a branch of their present business as soon as they get possession from the present tenants.

The Farmers' Elevator & Trading Co. will pull down their old warehouse at Estevan, Sask., and have a new elevator built by Stormwald & Co., contractors, of Mohall, N.D. John Mathieson will also build another elevator in Estevan.

The Frost & Wood Company is erecting a new warehouse at Lennoxville, Que., the former building becoming inadequate to the needs of the company.

The Ansley-Pruitt Coal Mining and Manufacturing Co. has bought the Alberta Brick Co.'s buildings, which are being moved down to the mine.

A Vancouver despatch states that the White Brothers Lumber Company, incorporated with a capital of $2,000,000 under the laws of the State of Michigan, to do business in British Columbia, will likely erect a sawmill, to have a capacity of 1,000,000 feet per day at Alert Bay, B.C.

The Record Foundry & Machine Co., which has only been running one of its factories at Moncton since the beginning of the year, find that trade is reviving sufficiently to warrant starting up the other factory. The company also announces an advance of 10 per cent. on molders' wages.

Arrangements have been completed by the Stevens-Hepner Company, Port Elgin, for the purchase of the plant and patents of the Dominion Brush and Mirror Company, Toronto, which has been manufacturing a large line of hair brushes and clothes brushes. The agreement calls for the transfer before October 15, and the entire plant will be removed to Port Elgin.

Joseph Feinbrook, Nathan, N.B., has made application to the New Brunswick Provincial Government for the lease of 137 miles of crown lands on Cain's River and Little River for the establishment of extract works for the manufacture of turpentine, rosin and other products, and the lease will be made with only a nominal rental being charged. Mr. Feinbrook has agreed to spend $100,000 or more the first year in machinery and plant, and to carry the business on for 10 years at least, employing a large number of men.

Building Notes.

Another fire hall is projected for Toronto.

A new theatre building is proposed for Vancouver.

K. Leck, Lethbridge, will build a $2,500 residence.

Mrs. Scott will erect an apartment house at Toronto.

S. H. Chapman, Toronto, will erect a $10,000 dwelling.

Mrs. Chas. May will build a $12,000 dwelling at Toronto.

The C.P.R. will enlarge the Victoria offices of the company.

The Dominion Bank will erect a new branch at Fort William.

Victoria's building permits for September totalled $53 630.

The Berlin Orphanage building will be improved and enlarged.

The Union Bank is expected to build a branch at Elstow, Sask.

A Greek Presbyterian Church will be erected at Radisson, Sask.

$12,000 residence will be erected at Vancouver by P. Edwards.

The C.N.R. and G.T.P. may erect a union depot at Edmonton.

A site has been selected for the new R. C. Church at Radisson, Sask.

Stratford's building permits for September were valued at $15,020.

Funds are being raised for the building of a church at Brownlee, Sask.

Vancouver's building permits for September were valued at $313,755.

A new two-storey hotel will be erected at Coleridge, Alta., by Paul Lecieux.

A $35,000 building is being put up at Vancouver by the Argyle Land Co.

W. G. Robinson, Toronto, will erect two pairs of dwellings to cost $10,000.

F. Courtmanche will erect 2 pair of dwellings at Toronto to cost $12,000.

Burke, Horwood & White, Toronto, will erect a $18,000 apartment house.

Lawrence Solman will erect an eight-storey hotel to cost $150,000 at Toronto.

J. H. Stanford, Toronto, will erect a number of dwellings at a cost of $24,000.

A new brick school will be erected this fall at a cost of $8,000 at Brownlee, Sask.

Edmonton's September building permits were the largest on record—$178,575.

A $50,000 wing will be added to the Free Hospital for Consumptives at Toronto.

G. J. Baetz, Berlin, will build the new $18,000 church for Hespeler Presbyterians.

Tenders closed October 6 for the new Hebrew Association Hall to be built at Winnipeg.

L. P. Younger and W. J. Coblentz will put up business buildings in Altona, Man.

Plans for the new public school at Fernie, B.C., have been prepared by Robt. Kerr.

A new building will be erected by the Fernie Club at Fernie, B.C. Plans are now being prepared.

R. G. Bunyard, Moose Jaw, is preparing plans for a large new school house at Belle Plain, Sask.

The Canadian Elevator Company and the Winnipeg Elevator Company will build elevators at Elstow, Sask.

Tenders have just been taken for the erection of a brick school for the Oliver school district, Strathcona, Alta.

A temporary building, to cost $2,000 will be erected for high school purposes at Yorkton, Sask. A large permanent building will be erected next year.

News of the Paint Trade

PURE PAINT LEGISLATION.

Writing on pure paint legislation in the States, Geo. B. Heckel, in the new publication, the American Paint and Oil Dealer, says:—So far as I know, the first attempt of lawmakers to interfere with the paint industry was in the State of Michigan about nine years since. A legislator, who was engaged in a small way in paint making at Kalamazoo, introduced a bill which at the time excited much indignation among those concerned. It simply prohibited the use of the descriptive term "white lead" upon packages containing anything but the pure hydro-carbonate. It was aimed at an ancient abuse formerly sanctioned by the lead corroders themselves. It was easily defeated.

At about the same time Minnesota tried to pass a similar law, but failed because of the opposition of the local trade.

In Michigan the original bill, in different forms, persistently reappeared in successive terms and was regularly pigeonholed. Minnesota, in 1899, however, succeeded in passing a law prohibiting the use of the term "pure" on compounded pigments, etc. After a short experience with it the State chemist bitterly complained of its inefficiency.

Meanwhile other States, including Wisconsin, Nebraska, and Illinois, tried to get paint laws through their legislatures, but failed, because of the opposition of manufacturers.

Finally, out of a clear sky, away up in a State of which little of us know anything except that it produces good flax and bad territorial appointees, came a thunder clap that made every one sit up and take notice. The North Dakota law, which enumerates the constituents of "pure" paints and requires all other ingredients to be designated with percentages on the label, became a law on March 6, 1905. It was immediately attacked, on constitutional grounds, in the Federal Courts, but on appeal to the Supreme Court was finally declared constitutional about six months ago.

Manufacturers Combine.

The Paint Manufacturers' Association of the United States at once organized a Legislative Committee and established a Bureau of Information through which it would receive instant advice of the introduction of any bill affecting paint, and also, by mail, a copy of every bill introduced. This bureau last year received and read over 50,000 bills and took cognizance of 46 paint bills introduced in 15 States. In most of these bills an attempt was evident to improve upon the North Dakota law in the way of carrying its provisions further. Idaho proposed to create a commission to establish standards and to prohibit the sale in the State of anything not conforming to the standards so established. Almost all the proposed laws prescribed the size of type to be used, the color of the ink, the color of the background, etc., and varnishes were included in many of them. The following is a characteristic sample. It is quoted from Senate bill 64, of South Dakota:

"It shall be unlawful for any person, corporation or association, to sell or

If you want to stock the VARNISH that will bring customers back to your store for more VARNISH, and tell their friends where to get good VARNISH, that VARNISH is undoubtedly

Elastilite Varnish

For Outside or Inside Use

In Tins only, ½ Pint to 1 Gallon.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

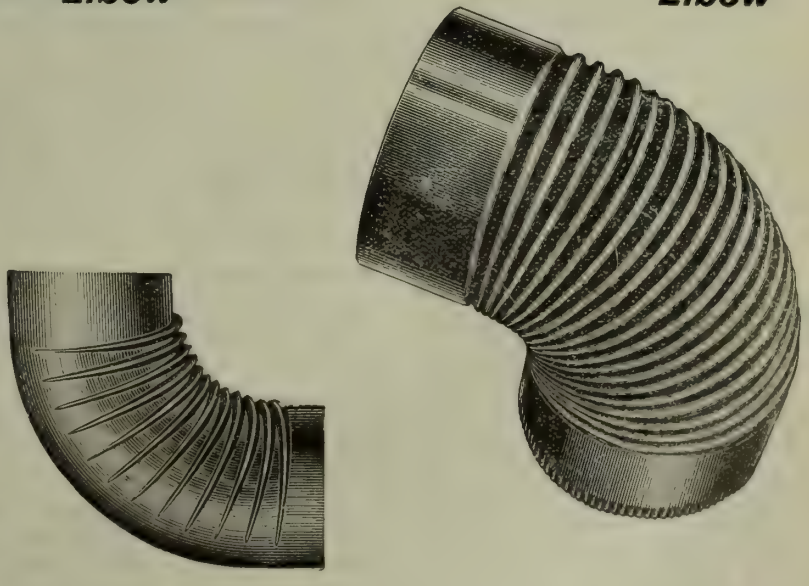
TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

WE MAKE

The Cooper's Elbow also *The Deep Crimp Elbow*



In 3, 4, 5, 6 and 7".

Send us your orders for either style.

E. T. WRIGHT & CO., - - HAMILTON, ONT.

offer for sale any paints, white leads, lubricating or linseed oils in the State of South Dakota, unless the casks, flasks, cans, barrels or vessels containing the same shall have pasted or fastened on the outside, labels which shall have printed thereon the names and quantities of the materials contained within such casks, flasks, cans, barrels or vessels, together with the individual ingredients and elements which compose such ingredients, and the date of manufacture of same." And so that there may be no doubt as to the object of calling for the "elements," and the date of manufacture, the bill explains:—"The purpose of this act being to ascertain the actual and accurate composition of all paints, white leads, lubricating and linseed oils, sold or offered for sale in the State of South Dakota"—a sort of legislative "coon-trap" to "catch them coming and going."

The Conference Bill.

The Legislative Committee met this condition by arranging for hearings, at which they argued against the necessity for legislation; and where this argument failed, presented a bill which had been agreed upon by the association for the purpose. This bill, which has become widely known as the "conference bill," provides for complete formula labeling, for net weights and full measures, and exempts no paint from its requirements. It does not, however, require the drier, Japan or varnish formula, the dry color formula, nor the percentages of the individual tinting colors.

After a series of hard fights, in which its superiority to the North Dakota plan was demonstrated, this bill has become a law in South Dakota, Minnesota, Iowa and Ohio. In all the other States, except California, the bill failed of passage. The California law is so crude and contradictory in its provisions that it remains practically a dead letter.

Meanwhile the Painters' Associations and the National Paint, Oil and Varnish Association became interested in the proposition and, after a joint conference, endorsed the same bill.

With the North Dakota law in operation for two years and others for a year, the trade is now in a position to realize to some extent the effect of such legislation. This practical experience has developed an enlightened sentiment in opposition, and at a conference of the entire trade held in Cleveland in April last, it was decided almost unanimously to oppose further legislation along the present lines. On the other hand the conference decided, in case legislation appears inevitable, to stand for net weights and full measures and a prohibition of misleading or false descriptions on labels.

The law recently enacted in Massachusetts comes very close to meeting the declarations of principles adopted at the recent Cleveland conference. It is simply a prohibition of mislabeling, and though it does not specifically prohibit short weights and measures, it would seem to include, by implication, a prohibition of the sale of goods of which the net weight or measure is incorrectly stated on the package. It differs from other measures along this line in placing the initiative of prosecution in the hands of "any persons aggrieved."

Two bills are now before congress, generally modeled on the lines of the conference bill, and at a recent hearing on the Senate Bill, known as the "Heyburn Bill," the protestators stood upon the ground adopted at the Cleveland conference. The other measure, known as the "Marshall Bill," was introduced into the House by Congressman Marshall of North Dakota.

TRAVELERS AT NORTH BAY.

J. E. Farrell, one of North Bay's successful master plumbers, sends Hardware and Metal the accompanying picture, showing Geo. McQuillan, of the James Robertson Company, Toronto, and Jeff Hunter, of the Pease Foundry Co., Toronto, leaving the Pacific Hotel, North Bay, with their grips containing some nice booked orders.

GRIPS FULL OF ORDERS.

Two Well-known Traveling Salesmen Leaving the Pacific Hotel, North Bay.

PUSHES PAINT BECAUSE IT PAYS

The owner of a general store writes to the American Paint and Oil Dealer as follows: "I recently went on a week's fishing trip, leaving the store with two trusted clerks and, urging them to sell paint, as I'd just put in 200 gallons and it was fine painting weather. It happened, also, to be canning time, and one clerk agreed to push paint while the other pushed sugar. Each sold almost exactly $100 worth of each—big sales for my trade, but when I and the paint clerk figured the profits (the "sugar-clerk" never was much interested in profits) I'd made $22 net on the paint, and $5.20 on the sugar, if he gave exact weight. But both boys now know what I mean when I say I handle sugar because I must and push paint because it pays."

"I Shall Use Brandram's B. B. Genuine of Course,"

answers almost any painter in Canada when asked as to the White Lead he will use on work where "The Best White Lead" is specified.

The men who "Know Paint" know that Brandram's B.B. Genuine White Lead will give the best results EVERY TIME.

It is the whitest and finest heavy-bodied White Lead in the world.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

Just a Minute, Mr. Retailer!

We know you're a pretty busy man. So are we. But we would just like to briefly outline to you our present paint policy and what it means to you. In the first place, we make good paint. We know we do, because when a customer buys any he always comes back for more of the same kind. That's pretty good evidence that our paint is alright, isn't it? We don't spend a whole heap of money advertising the goodness of

Moore's Pure Linseed Oil H. C. Paint

and then tack the expense on your paint bill. We believe that in making paint the best way we know how we'll materially help the paint to do some advertising on its own account. We are thus enabled to give you decidedly lower prices on a high-grade paint with an iron-bound guarantee. That's a selling advantage to you that should be well worth your while. In other words, it means real money to you to handle our paint.

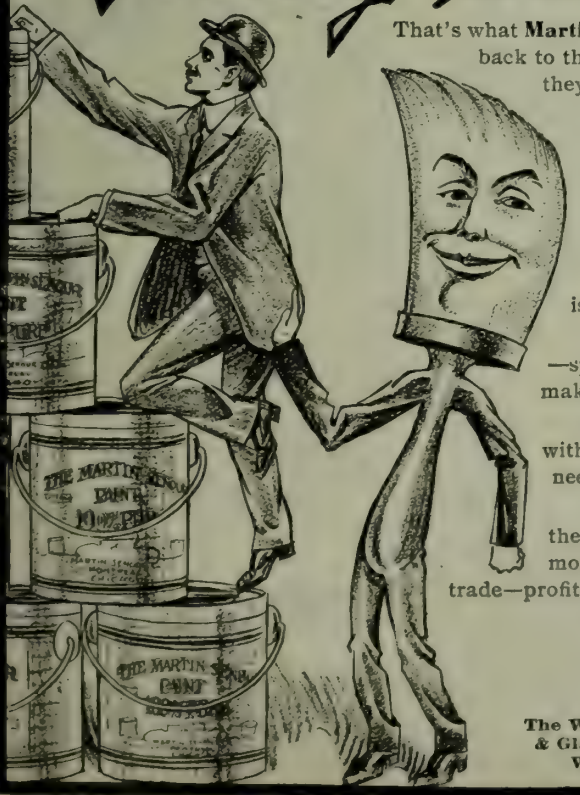
DROP US A POSTAL TO-DAY, THEN
WE'LL TALK IT OVER TOGETHER.

BENJAMIN MOORE & COMPANY, Limited

West Toronto, Canada NEW YORK CHICAGO CLEVELAND

If you are not handling Muresco, write us for prices and cards. It's a sure seller.

Giving the Dealer a Boost



That's what **Martin-Senour** Paint is doing. People are so **pleased** with it, that they come back to the dealer for **more** and incidentally for **other** goods. And why shouldn't they be pleased with Martin-Senour Paint?

It is the most durable—best looking—and most **economical paint** on the market. Don't you want to sell paint like that? Paint that pleases the buyer and attracts the passers-by? Of course, you do. Well then,

Martin-Senour Paint 100 Percent Pure

is the paint for you to sell.

It's pure—that's why it's the best. Test it any way you like—for purity—spreading qualities—wearing qualities and everything else that goes toward making the best paint.

Martin-Senour Paint satisfies every time. The man who paints his house with Martin-Senour Paint this year will come back for more the next time he needs paint. And every time he gets a chance he'll **boost** Martin-Senour Paint.

Mr. Dealer, are you selling all the paint that you ought to? If you're not, there must be a reason. You're not handling the paint that pleases best and most! Try Martin-Senour Paint and you'll increase your paint trade—regular trade—profits, because it **satisfies.** Write for our "Business Boosting Plan," terms, etc.

The MARTIN-SENOUR CO., Ltd.,

Pioneers of Pure Paints

Montreal **Chicago**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

Paint and Oil Markets

MONTREAL.

Montreal, Oct. 16.—Trade is brisk, orders coming in freely, if on the small side. Active painting operations are going on in all directions, the dry weather giving every opportunity for the householder and farmer to put their walls, fences, etc., in order for the winter. Prices are unchanged, and the markets generally are fairly firm. Ground white lead has shown signs of sagging, but not enough to affect quotations. Manufacturers and dealers seem satisfied with the state of trade generally, and the prospects for the remainder of the fall.

TURPENTINE—A fair volume of business has been done. Stocks are still apparently on the light side, but ample supplies can be obtained if they were needed. With the market steady, turpentine continues to be quoted at 54c for single barrels.

LINSEED OIL—The demand continues to keep steady. Stocks appear well able to meet the call. Prices have remained unchanged, and we continue to quote: Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c.

GROUND WHITE LEAD—There has been a slight sagging noticed in ground white lead, but not enough to affect prices, which are as follows: Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50. These quotations are strictly f.o.b. Montreal.

RED LEAD — There is very little change in the market this week. The demand is on the improving side, with stocks in good shape. Quotations remain the same. We quote: Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

COLORS—Colors have been going well and makers seem satisfied with the trade doing, Ochres, mortar stains, oxides are in prominent demand.

VARNISHES—The demand for varnishes continues steady. The general lines, particularly shellacs, carriage varnishes and baking japans are moving well.

WHITE ZINC—There is no very special feature to note in the zinc market. Shipments are on the improving side. Prices are unchanged, and we continue to quote: V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; white zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—Putty is moving in much better volume, and good trade has opened out. We continue to quote: Standard putty, 800-lb. casks, $1.65; in 100-lb. drums, $1.90.; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb, cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25, f.o.b. Montreal.

TORONTO.

Toronto, Oct. 16.—Satisfactory business is being done, and jobbers are content with the passing trade, though quite willing to take care of more and larger orders, should any be going. Glass and putty remain the active lines though other lines are very good sellers.

Linseed oil is at last week's prices, and houses that were above those figures a week ago are now down to the market quotation.

There have been some rumors of adulteration of spirits of turpentine, caused lately by some statements being made in Florida by some of the conflicting interests there. E. Fielding, who is importing turpentine from Savannah, wrote to the president of the Board of Trade at that port calling his attention to this matter and asking what protection is afforded to the importers from the port of Savannah. The state inspector at that port has made a statement which reads as follows: "Every barrel of naval stores leaving this port is thoroughly inspected by inspectors elected by the city council, and that when an adulteration is found it comes under his attention. A barrel of turpentine which is adulterated is sold at public outcry as adulterated spirits, and the proceeds go to the educational fund of the state." It would be impossible, Mr. Glatigny adds, for adulterations to pass through that port. Within the past few weeks two or three casks of spirits adulterated with kerosene oil were found there. They came from a still in Alabama. It is impossible, says Mr. Glatigny, for adulterated spirits to get through the port of Savannah.

GLASS AND PUTTY—Still the best sellers in the trade are these two lines. Prices on both are unchanged. Standard putty is at $1.65 for bulk and $1.90 for bladders in barrels; special is at $1.45 and $1.90, and pure linseed is at $1.80 and $2.05.

WHITE LEAD—Old quotations continue to rule. Genuine is at $6.25; decorators, $6, and No. 1, $5.65. Genuine red lead remains at $4.50 for cask lots. A very firm tone prevails.

LINSEED OIL—Local quotations remain at last week's figures, 51c and 54c for raw and boiled in 5-barrel lots, with one cent more for single barrels. These figures are ex Toronto, 2c extra being added for outside delivery points. Some Toronto houses which last week asked 52c and 53c, are now quoting the ruling market price. Business is only fair.

STAINS AND VARNISHES — Light, but steady business is being done. No big orders are coming in. Price quotations remain as in the past. Pure orange shellac is $1.95 and pure white is $2.

PETROLEUM—Continued increasing business is being done. Prices are unchanged and are likely to be so for some time.

MIXED PAINTS—A little more active is this line. The orders continue to be of the sorting-up variety.

TURPENTINE—There is no change whatever in regard to the selling price of turpentine. The shippers from the Southern States have been claiming that prices would be sure to advance, as the supplies decreased in coming forward at the present season, but their advance has not materialized yet, of course, it may do so any day. Local quotations are at 53c in bulk; 54c in two-barrel lots and 55c for single barrels, though cutting has been done.

THE CANADA PAINT Co.'S
OIL CLOTH
VARNISH

Our OIL CLOTH VARNISH is specially suitable for inside blinds, bath rooms, OIL CLOTH and Linoleum. A floor varnished with this Varnish is sweet and wholesome. It is equally reliable for Pine or Hard Wood. To prevent disappointment insist upon the C.P. Co.'s Oil Cloth Varnish.

Full instructions will be found upon each sealed tin of the C.P. Co.'s Oil Cloth Varnish.

Special Varnishes for special purposes are made by The Canada Paint Company.

Please see Catalogue.

THE CANADA PAINT CO., L'TD
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG

Aluminum Paint for Fall Decoration

It doesn't matter whether you want it for store fronts or for stove pipes, if you get the right kind it will stay where it is put and illumine and brighten everything it touches. Don't imagine there is only the throwing in of Aluminum Bronze to a liquid and giving it a shake that makes a good aluminum paint. It requires just the proper manipulation to do the thing right.

Ramsay's Aluminum Paint

is made in just the proper proportions to give the best results. Ramsay's Aluminum is used on some of the most prominent church steeples in Montreal and elsewhere. Every dealer should stock Ramsay's Aluminum Paint, because it answers for many purposes. It brightens and makes new every piece of metal or wood that it touches. There is no end of uses to which you can put Ramsay's Aluminum Paint.

LET US QUOTE YOU.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 Paint Makers

Quality Ensures Permanent Trade

We don't care particularly about the first sale. It's subsequent sales we're looking after. We know that if we can please a customer on the first order of paint that he will come back for more and bring a larger order.

NEW ERA PAINT

has all the qualities that make for steady custom. Its ability to stand all kinds of weather without cracking, peeling off, or losing its fresh, brilliant color has placed more than one "repeat" order customer on our books. The price is low, too. Not more than what you would pay for an inferior brand of paint.

We will be glad to send you fuller information about the profit-bringing features of New Era Paint—Write us to-day.

Standard Paint and Varnish Works Co. LIMITED

WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

Patented 1906.

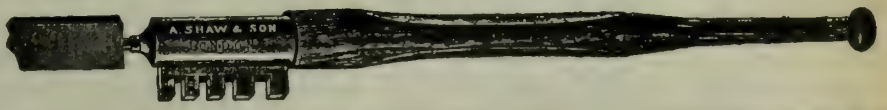
BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

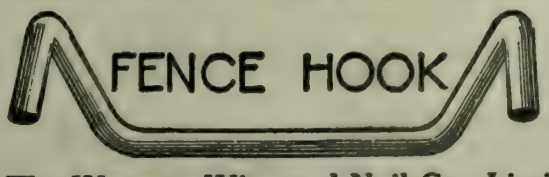
Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

MONEY-MAKERS for the DEALER

There is no money for you in having stock remain on your shelves, no matter how pretty the labels may look. You want goods that are profitable—that are ready sellers—that keep constantly on the move. When you need a new supply of finishes, try a sample shipment of

FLATTINE FLOOR CABINET FINISHES

They make new customers for you every time you sell them. And they move, too. Satisfied customers always want more of anything that pleases them. Flattine Finishes contain no wax. They produce an even and full finish without the labor and expense of rubbing. Flattine Finishes do not scratch or mar white, and they resist the action of moisture to a remarkable degree. Flattine Finishes dry hard over night. These are some reasons why Flattine Finishes are good sellers.

Let us send you fuller information about these money-making Finishes.

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

ISLAND CITY

Paint and Varnish Works

The STRONGEST and BEST DRY COLORS manufactured are produced at our works on St. Patrick St., Montreal. They are superior in every respect to any imported. The largest users know that by buying Dry Colors "made in Canada" they save the duty, and they also know that satisfaction is assured when they get

"Island City" Pure Chrome Yellows
"Island City" Pure French Greens
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"Island City" Pure Permanent Reds
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P. D. DODS & COMPANY, LIMITED

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STOCK THESE STAPLE SEASONABLE SELLERS

Evener Staples

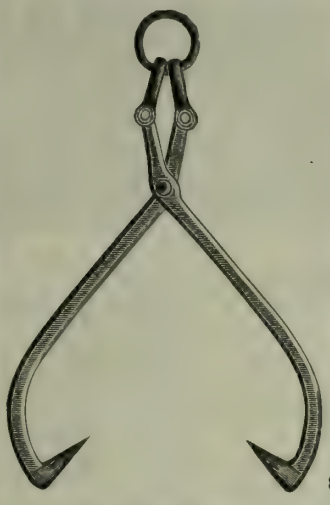
Made of hand wrought ¾ or ⅞ in. steel.

Every hardware dealer should stock them.

Solid Eye Dogs

Made in three sizes, 7/16, ½ ⅝ in.

Loading Block with Swivel.

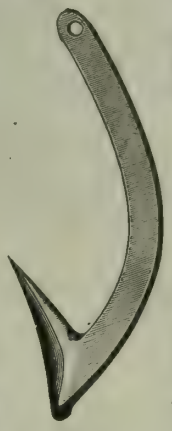


Skidding Tongs

1 in., 1⅛ in. and 1¼ in. octagon.

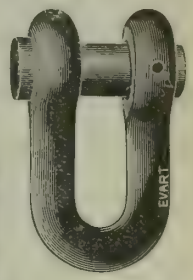
Swamp Hook

1 in., 1⅛ in. and 1¼ in., Octagon.



Hooks

Only for Cant Hooks and Peavies, Round or Duckbills.



Boom Shackle

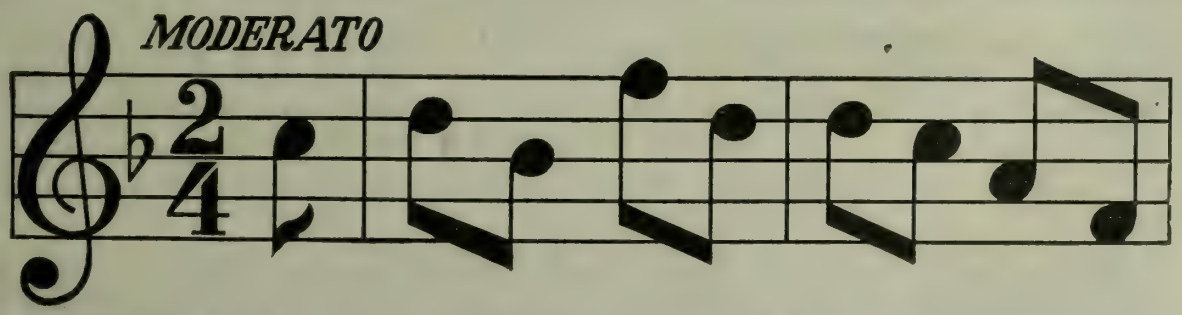
Made of ⅞ in. Steel or Swedes Iron, interchangeable Pins, made so they won't head when driving out.

We make the best line of Cant Hooks, Peavies and Pike Poles.

Send for Catalogue and Discount Sheets

CANADIAN LOGGING TOOL CO., Limited

SAULT STE MARIE, - Ontario



THE WEARING OF THE GREEN

Depends on the permanency of the Color.

LUCAS IMPERIAL FRENCH GREENS

are made by special process which insures their great permanency, their exceptional brilliancy, their great strength and their intense covering properties. The most perfect **BODY GREENS** produced.

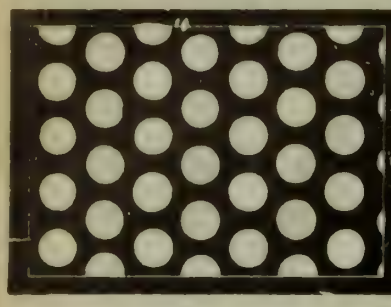
Practically Un-Fading, Absolutely Non-Poisonous.

The Name, the Package and the Label are closely imitated by unscrupulous manufacturers and dopsters.

Be sure you get the **GENUINE LUCAS IMPERIAL FRENCH GREENS.**

JOHN LUCAS & CO.

PHILADELPHIA NEW YORK CHICAGO BOSTON



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HAMILTON
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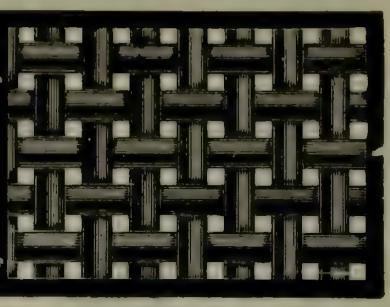

Perforated Sheet Metals in Brass, Copper, Steel, etc.

All sizes, of Perforations and thickness of Metals for Miners' use.

Grain Cleaning Machinery, Bee Keepers, Malt Kiln Floors, etc.

The B. Greening Wire Co., Limited, *HAMILTON, ONT. MONTREAL, QUE.*

The Ideal Duster

IS A MECHANICALLY CORRECT MOP HEAD

HOW TO FREE HIGH HALLS OF DUST-WEBS

Scientifically constructed to close automatically with a firm—almost positive—grip, designed especially for dusting purposes, which, with a yard or two of ordinary cheese cloth

Solves the Polished-Floor Proposition

Supplied through the jobbing trade generally, through whom orders are solicited. For prompt shipments on the moment order through H. W. NELSON & Co. } Toronto
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TORONTO, ONT.

Manfrs. of the Tarbox Self-wringing Mop, Tarbox Pillow-Sham Holders, Etc.

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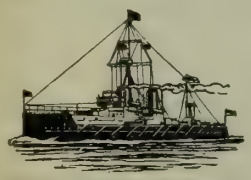
Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
HARDWARE AND METAL
Montreal and Toronto.



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WORLD RENOWNED PATENTED

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The best File on earth for steel, iron, brass, babbitt, lead, wood or anything else.

A Marvel *of economy, durability, rapidity, machine work, lathe or hand work. Your satisfaction or your money back. Get a sample dozen.*

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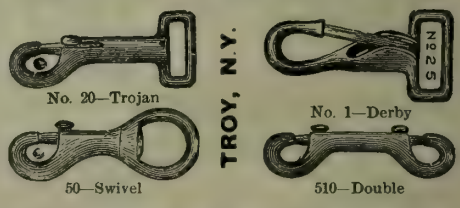
Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Covert Mfg. Co.



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(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - **TORONTO**

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The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

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Buy the Best.

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Sash Cord.

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Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

The great thing in big game rifles is sureness to work under all conditions. *Marlin* rifles are built with this idea foremost.

The mechanism is simple, strong, perfectly adjusted, quick and easy in operation.

The *Marlin* solid top and side ejector keep a protecting wall of metal between your head and the cartridge, prevent powder and gases blowing back, throw the shells *away from* you and allow instant, accurate, effective repeat shots.

The *Special Smokeless Steel* barrels are hard and strong, specially made for high power cartridges and to resist the wear of jacketed bullets. They are rifled deep on the *Ballard* system for greatest accuracy and killing power.

Made in Models '93 and '95, calibres .25 to .45, and fully described and illustrated (with all other *Marlin* repeaters) in our 136-page catalog. Mailed free for 3 stamps postage.

The Marlin Firearms Co.

91 Willow Street

NEW HAVEN, CONN.

Letters

J.E.R & Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

OAKEY'S The origina and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Class and Flint Cloths and Papers, etc

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street

MONTREAL

Write to-day, we need you and you need us.

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.

SAY, MR. HARDWAREMAN,

Are you prepared to meet all emergency calls for roofing material? You can make no mistake in carrying

Black Diamond Tarred Felt—Joliette Cyclone Sheathing—Genasco Ready Roofing

Might as well "Do It Now," as our prices are right.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

October 17, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson' ....per lb.......	0 09½
Hallett'	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 60
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing iron pipe size, 1 inch base..	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER. Per 100 lb.

Casting ingot...........	14 50	14 00
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz...................		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base.................		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 45	2 50
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 45	2 60
All bright "	3 50	3 60
Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60.................	4 70	4 60
20x28x80	8 90	8 70
.....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 55	3 65	....
22-24 ..	3 95	3 80	3 75	4 05
26	4 20	4 05	4 15	4 30
28........	4 45	4 30	4 35	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. .... " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		18 75
Middlesboro, No. 3 pig iron..	18 50	20 25
Summerlee, No. 2 " ..	20 00	20 25
Carron No. 1	22 50	....
Carron ,special......	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron........	32 00	32 00
Angles	2 60	2 65
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel............	1 90	....
Sleigh shoe steel............	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 25
Sheet cast steel......	0 15	0 15
Toe calk steel...............	2 40	2 75
Mining cast steel....	0 07½	0 08
High speed	0 60	0 65
Capital tool steel...........	0 60	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08½
Corona tool steel	0 06½	....
Silver tool steel.............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C,14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65. "	6 75	7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.......	3 60	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks.....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 30 and 2. Toronto, 30 and 5.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10½	0 09½
Heavy red brass....	0 10½	0 10
" yellow brass	0 08½	0 08½
Light brass................	0 06	0 06
Tea lead	0 02½	0 02½
Heavy lead................	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	12 00	14 00
Stove plate...............	11 00	10 50
Malleable and steel	9 00	8 00
Old rubbers....	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.
Cushion work, 50 per cent.
Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p.c.
Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p.c.
J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass. Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard, 65; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " ...... "	1 70
No 7 Fuller's...... .... "	2 00
No. 4½, " .... "	2 10

Patent Compression Cushion, basin cock, hot and cold, each........... $1.25
Patent Compression Cushion, bath cock, No. 2208, each................ 2 35
Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on January 1, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch........	2 03	⅛ inch........	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 48
½ "	3 56	½ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 95
4 "	33 48	4 "	44 28

Malleable Fittings — Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 55 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb......	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½	per lb.	0 35	0 40
2-lb. or over	"	0 30	0 32

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19½
Wiping........................	0 18	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked.....................	0 05½
Green copperas (green vitrol)........	0 01
Sugar of lead............	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons..........	0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

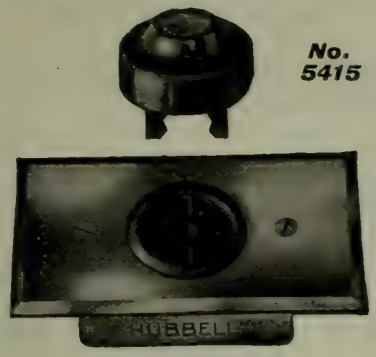
PARIS GREEN.

Barrels.........................	0 24½
25-lb. drums............	0 25½

PIGMENTS.

Orange mineral, casks........	0 09
" " 100-lb. kegs.	0 09½

HUBBELL FLUSH ATTACHMENT PLUGS



No. 5415

Designed to do away with the lid when not in use and still present a flush surface. No electrical contacts exposed. Quick connection and disconnection. Cap when in use projects only one-half inch above the surface. Presents a neat and ornamental appearance.

The R. E. T. PRINGLE CO., Limited

MONTREAL and WINNIPEG

PREPARED PAINTS.

	Quart can
Barn (in bbls.)	0 90
Sherwin-Williams paints	1 60
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era"	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

Bulk in bbls	1 65
Bladders in bbls	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15
Pratt's astral "	0 17½
Castor oil, per lb	0 09½ 0 10½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 54 0 55
Linseed Oil, raw	0 50 0 51
" " boiled	0 53 0 54

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	5 50	5 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 15	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P. lead	5 65	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs,	5 00 5 25

WINDOW GLASS

Size United inches	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 75	6 75
41 to 50	5 10	7 50
51 to 60	5 50	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 10	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto. List 10 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 55

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture extra		1 15
" " No. 1		0 90
" " union		0 85
Light oil finish		1 30
Gold size japan		2 00
Brown japan		1 00
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Flattine floor finish, per gal		3 00
Elastica exterior finish, 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50 8 00
American, house bells, per lb.	0 35 0 40

Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, bbls, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Cans and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 85 2 00
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	1 75
Coil, 9 to 11 in. "	0 95 1 65
English "	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in.	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50 1 10
Clothes line, No. 61 "	0 00 0 70
Harness "	0 60 12 00
Hat and coat per gro.	1 10 10 00
Chandelier per doz.	0 50 1 00
Wrought hooks and staples—	
¼ x 5 per gross	2 65
5-16 x 5 "	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50 2 50
Bronze, Berlin per doz.	2 75 3 25
Bronze, Genuine "	6 00 9 00
Shutter, porcelain, F. & L. screw per gross	1 30 2 00
White door knobs per doz.	2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

S. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's) 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 00 2 25
Solid "	1 50 1 75

SASH CORD.

Per lb	0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½ 0 10

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00 9 00
Double bit, "	10 00 11 00

Bench Axes, 40 per cent.
Broad Axes 25 per cent.

Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 9 00
Handled Axes	7 00 9 00
Red Ridge, boys', handled	5 75
" hunters	5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 85
Diamond, Shell, per doz.	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00 9 00
American "	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65

CHISELS.

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13
S. & D., " 5 "	0 11½
S. & D., " 6 "	0 18
Boynton pattern "	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ p. c. off.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack per doz.	1 10 1 20
Canadian sledge per lb.	0 07 0 08½
Canadian ball peen, per lb.	0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.	4 40
" " 2, "	4 10
Barrel Underhill	5 06

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25 1 50
Carpenters', hickory, "	1 25 3 75
Lignum Vitae "	3 85 5 00
Caulking, each	0 60 2 00

MATTOCKS.

Canadian per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33½ per cent.

PICKS.

Per dozen	6 00 9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.

Wood, fancy, 37½ to 40 per cent.

Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz.	2 00	5 00
Stanley, 2⅝ inch, single 24c., double 39c.		

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler's ....per doz.	1 00	1 85
Conductor's.......... "	3 00	15 00
Tinners', solid..........per set	....	0 72
" hollow......per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot doz...... ...	1 00
Ivory, No. 1282, 2 foot, each....	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.

Disston's Hand, discount 12½ per cent

Disston's Crosscut....per foot	0 35	0 55
Hack, complete..........each	0 75	2 75
" frame only........each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6. 25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect..................	4 00
X-Cut Sets, "	7 50

Maple Leaf and Premiums saw sets, 40 off.

S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Steel No. 14 75 and 2½, doz...... ...	$23 00
Iron, No 492, "	1 85
" " 493 "	2 45
" " 494 "	3 25

TAPE LINES.

English ass skin, No 921, 66 ft., doz	2 85
Universal ass skin, No 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each ...	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's, linen, No 1822, 66 ft. ea.	1 10
" steel No. 1820, "	1 70

TROWELS.

Disston's, discount 10 per cent.

S. & D., discount 35 per cent.

Berg's, brick, 924x11	4 00
" pointing, 924x5..........	2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.

Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith..........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail...............		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.

" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	....	9 00
" " ½ " .... "	....	10 00
" " ⅝ " .... "	....	12 00
Leather, 1-inch ......per doz.	....	4 00
Leather, 1¼ " ...... "	....	5 20
Web................. "	....	2 45

HOES.

Garden, 50 and 10 per cent.

Planter.............. per doz.	4 00	4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1. f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2 95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net.................	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent

Lock, Andrews'	4 50	11 00

STABLE FITTINGS.

Warden King, 25 per cent

Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.

S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS

Wright's, 80-lb. and over.............	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11¼
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....................		0 13½
Berg's, per lb........		0 12½
Brook's......................		0 12½
Pipe Vise, Hinge, No. 1		3 50
" " " No. 2...... ...		5 50
Saw Vise...........	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.......	60
Bolt Ends......................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint......	70 and 12½

Nuts, square, all sizes, 4¼c. per lb. off

Nuts, hexagon, all sizes, 4½c. per lb. off.

Stove Rods per lb., 5½ to 6c.

Stove Bolts, 80 and 12½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.

"C" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.

Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut	Wire.
2d...........................	3 80	3 25
3d...........................	2 85	2 95
4 and 5d.....................	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d...................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.

Cut nails, Toronto 20c. higher.

Miscellaneous wire nails, 75 per cent.

Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.

Iron Burrs, discount 60 and 10 and 10 p.c.

Copper Rivets, usual proportion burrs, 35 and 12½ per cent.

Copper Burrs only, 22½ p.c.

Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

Tinned Rivets, net extra, 3c per lb.

Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c

" R. H., bright, 80 and 10 per cent.

" F. H., brass, 75 and 10 per cent.

" R. H., " 70 and 10 per cent.

" F. H., bronze, 70 and 10 per cent.

" R. H., " 65 and 10 per cent.

Drive Screws, dis. 85 and 10 per cent.

Bench, wood ....per doz.	3 25
" iron .... "	4 25

Set, case hardened, dis. 60 per cent

Square Cap, dis. 50 and 5 per cent

Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.

Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge...........	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges..................	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,

Game, Hawley & Norton, 50, 10 & 5 per cent

Game, Victor, 70 per cent.

Game, Oneida Jump (B. & L.) 40 & 2½ p c.

Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.

Empire hockey sticks, per doz ..	3 00	3 50

CUTLERY AND SILVERWARE.

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's..........	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz	3 50

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount

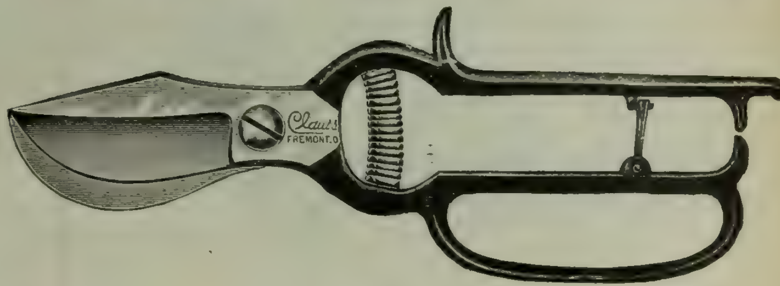
Flatware, staples, 40 and 10, fancy, 40 and 5.

Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

CLAUSS BRAND PRUNING SHEARS

Our Plain Pruning Shear is of the very best our secret process of manufacturing can produce. There is no question as to the quality which is unsurpassed.

Filed Handles and Finely Polished Blades. Ask for Discounts.



FULLY WARRANTED

The Clauss Shear Co., :: :: Toronto, Ont.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz............	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz....	....	0 65
Potato mashers, wire, per doz...	0 60	0 70
" wood " ..	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1..	....	1 15
Enterprise chopper, each	...	1 30
Spiders and fry pans, 50 per cent.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103........	1 35	2 00
Kitchen hooks, bright..........	....	0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined......	per doz.	2 20	5 60
Galvanized..........	"	1 87	3 85
King, wood..........	"	2 75	2 90
King, glass..........	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste...... .... 6 00

PICTURE NAILS.

Porcelain head ......per gross	1 35	1 50
Brass head..........	0 40	1 00
Tin and gilt, picture wire, 75 per cent.		

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain......................	4 25
" plated	5 50
Asbestos, per set..............	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch . ...per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch........ " "	....	8 18
Nestable, discount 40 per cent.		

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz. 1 32
7-inch........................ " 1 48
Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz...................... 3 00 15 00
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17 $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70: No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb............... .... 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized. 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE.

BROOMS.

Nelson's..........	2 25	3 65
" bamboo....	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose. per case.... .... 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels. 40 per cent.

FIBRE WARE.

Star pails, per doz....	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders,40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops....... .... 1 25
Folding ironing boards......... 12 00 16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 8 00
Common doors, 2 or 3 panel, grained only, 4-in., style ....per doz. 8 30
Common doors, 2 or 3 panel, light stair per doz.............................. 10 55

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy................................	54 00
Stephenson..........................	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop 1 90
" " 3-hoop 2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. ... 35 00
Royal American,11 in. .. 35 00
Eze, 10 in., per doz 36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross.........	6 00	7 00
Best quality.....	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M 2 25
Small heel .... " 4 50

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's............. "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cen

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle.......	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout ...	1 80	3 16
Berg's wing pump, 75 per cent.		

ROPE AND TWINE.

Sisal................................		0 09½
Pure Manilla		0 12½
"British" Manilla...................		0 10
Cotton, 3-16 inch and larger......	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute.................................		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet........per doz.		0 65
" " 60 feet........ "		0 80
" " 72 feet........ "		0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" " 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08¼
500 " standard	0 08¼
550 " " manilla	0 09¼
600 " " "	0 11¼
650 " " "	0 13

Car lots, ¼c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	[illegible]	0 20
" Axe..........	"	....	0 10
Deer Creek............	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas..............	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb.,	per ton...	20 00	22 00
" under 40 lb.,	"	...	[illegible]
" 200 lb. and over	....	....	[illegible]

The most satisfactory Food Choppers on earth, considered both from your standpoint and the standpoint of your customers, are without question the

"GENERAL" and the "SHIRREFF" STEEL KNIFE FOOD CHOPPERS

The knives on these truly ideal choppers are self-sharpening, self-cleaning and absolutely non-rustable. They are made in four sizes, and can meet the wants of cottage and mansion alike successfully.

Write for Prices and Profits!

SHIRREFF MFG. CO., Limited
BROCKVILLE, - ONT.

The "Galt" Steel Shingle

Not the First Shingle but the first Perfect Shingle.

Handsome, easily laid and absolutely weather tight. Improved side and end locks—no notches and no cleats. Closed valley overcomes weakness of other locked shingles.

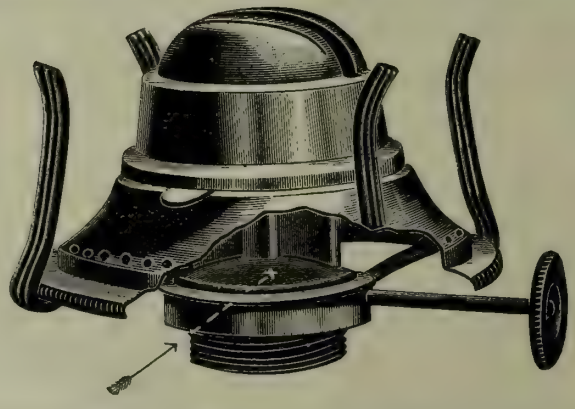
Ask us for catalog, prices and samples.

The Galt Art Metal Co., Ltd.
GALT, - ONTARIO

TALKING POINTS FOR DEALERS

WELL WORTH CONSIDERING

On our BANNER, CANADA, ONTARIO and HICONE Lamp Burners



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire.

OURS DON'T

Manufactured by

ONTARIO LANTERN & LAMP CO., Limited, HAMILTON, ONT.

The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office :

St. Catharines

Ontario

W&B
TRADE MARK

& W B CO
TRADE MARK

Satisfaction Guaranteed ***A MARK OF QUALITY*** ***Prompt Delivery***

LION

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.

CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.

MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

Brantford "Asphalt"
Brantford "Rubber"
Brantford "Crystal"

Above are the names of the THREE different kinds of

ROOFING

that we manufacture. Samples on request. The Brantford line is not a one-roofing line—but one that gives you a three-fold opportunity to please a likely buyer of roofing.

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

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General Supply Co. of Canada, Limited { 219-221 Bank Street, Ottawa / 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - - Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - - Vancouver, B.C.
Imperial Export Co. - - - - - - - - - Toronto, Ont.

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Complete as a circle

THE BOWSER

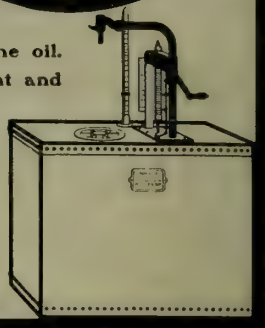
SELF MEASURING
OIL TANK

The Bowser does everything that you could expect a machine to do.

It will put just the right quantity into the can, and tell you how much to charge for the oil.

This is all done in an instant and without spilling a drop.

Bulletin 5455 will tell you many more things a Bowser will do for you. Better send for it before you forget.



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66-68 FRAZER AVE., TORONTO

HOPKINS & ALLEN

12, 16, & 20 Gauge Hammerless, Side Plate and Hammer

DOUBLE BARREL SHOT GUNS

Widely Known, Widely Advertised, Widely Demanded.

No other Gun has a stronger joint. No other Gun shoots better, sells better, or offers bigger profits to the dealer.

Get prices from your jobber this fall, and order a few guns. They're quick sellers and big profit makers—a line it will pay you to handle. They are the kind the majority of gun buyers look for—high quality, improved features and low prices.

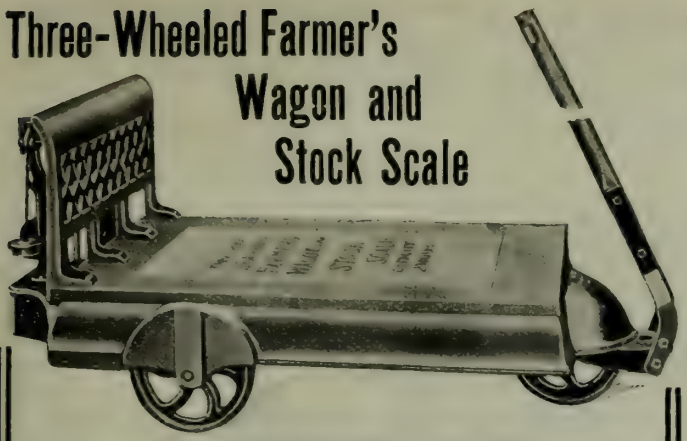
For sale by all jobbers. List prices (11 styles) . $15.00 to $30.00.

Plenty of good advertising matter supplied free to all our dealers.

WRITE FOR OUR CATALOG

THE HOPKINS & ALLEN ARMS CO. Dept. 67 NORWICH, CONN., U. S. A.

Three-Wheeled Farmer's Wagon and Stock Scale



Capacity 2,000 lbs. Platform 24" x 36".

¶ The only scale that will weigh on an uneven floor.

¶ The wheels are larger, and therefore scale is easier drawn than any other scale.

¶ The wheels are encased to prevent rubbing on anything projecting over platform.

¶ The handle is self-locking, and will not fall down when not in use.

¶ Material and workmanship equal to any of the most expensive scales on the market.

MANUFACTURED ONLY BY

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONT.

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

The Advantage of the Hinge-Stay

in the "DILLON" makes it a twice-as-strong fence. These hinge-stays give our fences a greater degree of elasticity or "spring" and successfully enable them to withstand sudden or great pressure without bending or breaking. Besides the hinge-stay you will find other selling advantages in the "DILLON" Field Fence that will bring you ready customers.

Send for our catalogue. It gives some common-sense reasons why you should prefer "DILLON."

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
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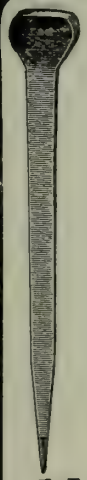
Atkins Silver Steel Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis



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Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

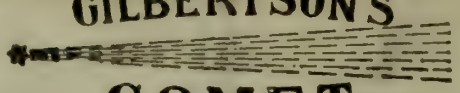
All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

GILBERTSON'S COMET



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Sole Canadian Agent
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DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

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HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

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Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

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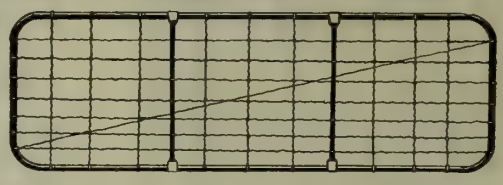

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and satisfied customers will be yours if you push our wire gate here illustrated. It is built by experts and it is a perfect gate. As such it gives unending satisfaction.

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164 Bank St., Ottawa
R. W. GRANT, - Manager
Wire Goods Makers

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

One of the Reasons for Satisfaction

Every **Standard Heater** has a full metal lining passing ENTIRELY around the fuel chamber. This insures proper distribution of air to the burning carbon as well as an even distribution of the heated air. The fire never goes out till the user is ready to put it out and the maximum heat is drawn from the burning fuel.

STANDARD HEATERS

are not only made right but also look right. That's half the battle in selling anything.

ASK FOR 1908 PRICES

Ask about the new package for

STANDARD CARBON

The best carriage heater fuel on earth. Made right. Packed right. Get ready for cold weather now. : : :

The Standard Stamping Co.
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Phantom Picture, showing the new Carbon Package—every cake in a compartment by itself.

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for your mill, factory, foundry or shop; in fact, for any building that needs a roof covering. Its application is broad and its life is long. If you use it your satisfaction will be deep.

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ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

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LONDON, ONTARIO

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

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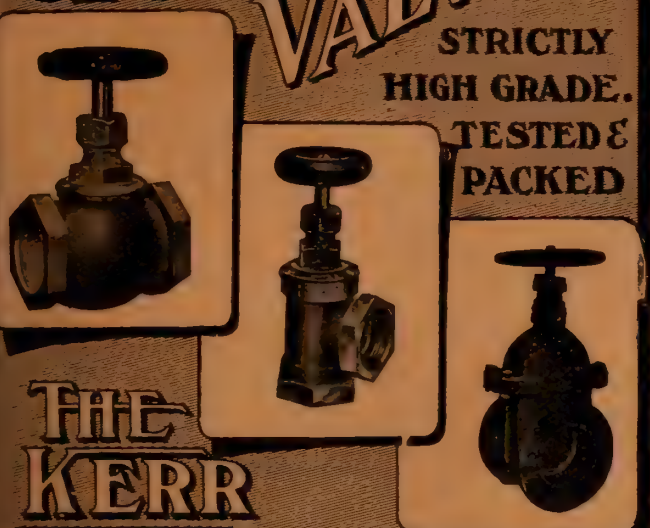

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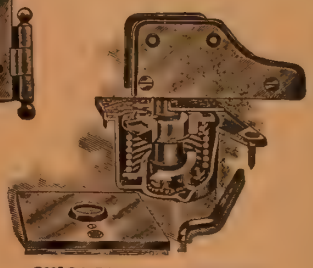

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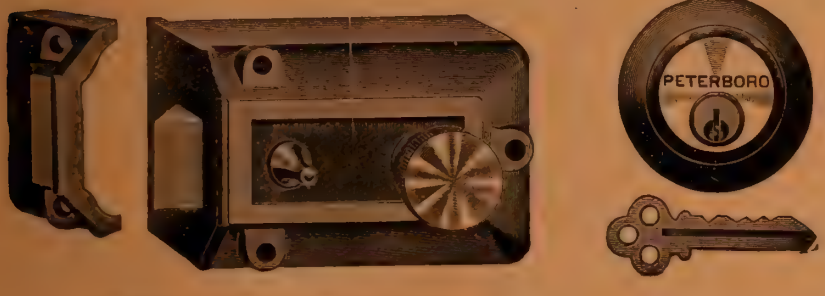

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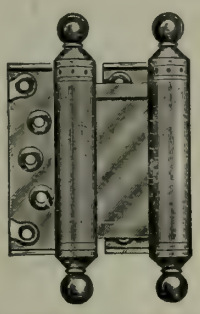

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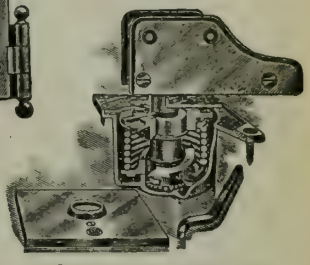

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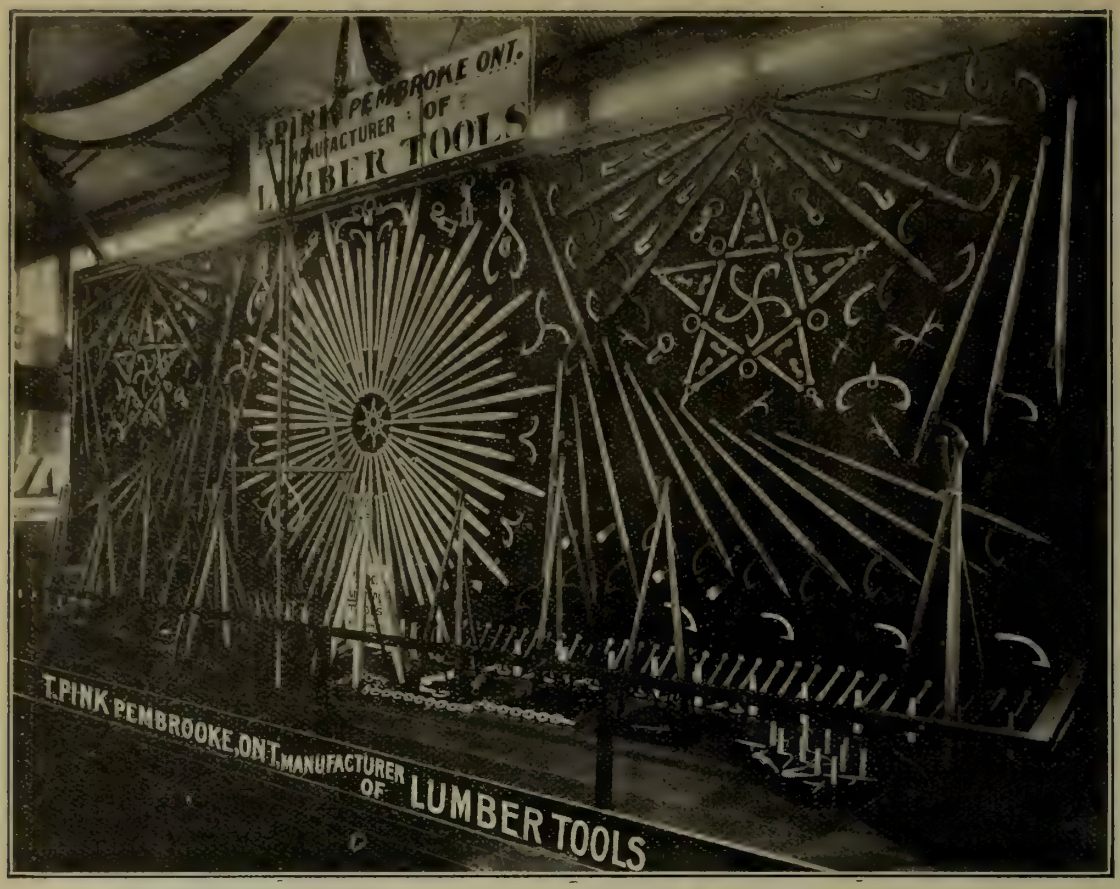

Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

COPPER

M. & L. Samuel, Benjamin & Co.

Cor. King St. and Spadina Ave.

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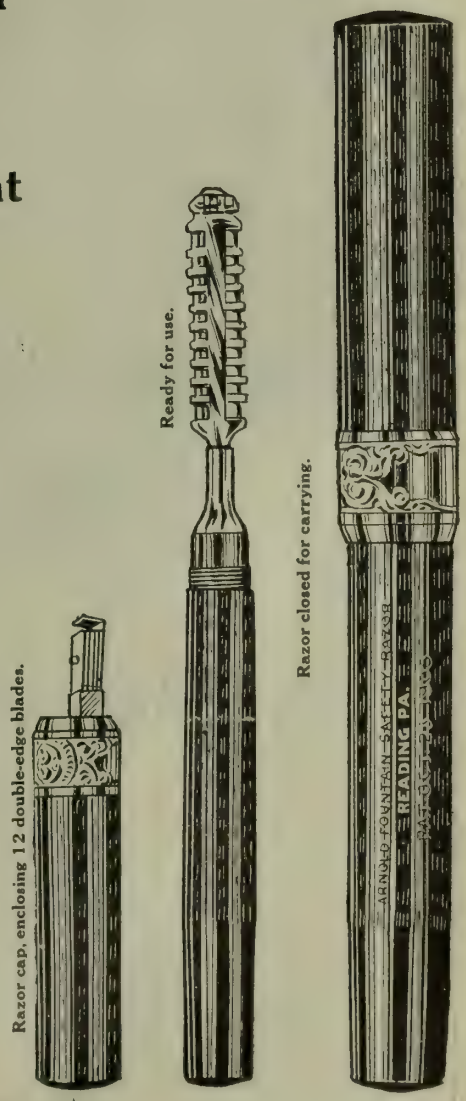
The REAL Safety Razor

Arnold Fountain Safety Razor

The Best Razor in the Most Convenient Form



Think of all the advantages of safety secured by the best safety razor, added to all the advantages of "slant stroke" cutting and clean shaving of the old-fashioned blade razor, and you have the results of the Arnold Safety.

Held and manipulated like the blade razor, it overcomes the awkward scraping and hoeing stroke of the ordinary safety.

Shaves clean and gets into all the corners about the nose and mouth, positively without danger of cutting.

Requires no "adjusting." Quickly and easily cleaned. New blade inserted in a jiffy and without tools of any kind or trouble.

One blade—double edge—is good for 10 to 15 shaves. You get 12 such blades free with first purchase. Whole thing packed looks like a fountain pen and can be carried conveniently in the vest pocket.

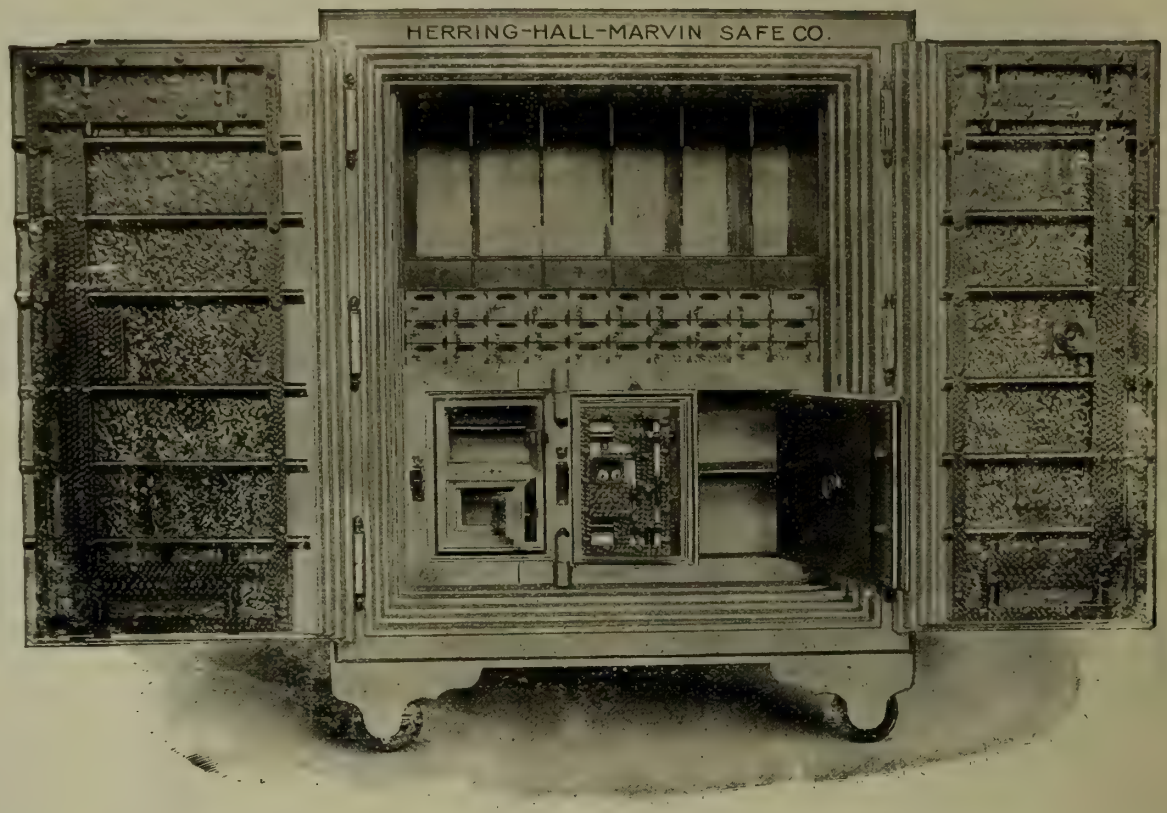
RETAIL PRICE, $5.00

LEWIS BROS., Limited

Exclusive Canadian Distributors

OTTAWA TORONTO **MONTREAL** CALGARY VANCOUVER

A Perfectly Safe Proposition



A Herring-Hall-Marvin Safe

¶ These safes are the surest protection that exists to-day.

¶ They are made of the best **Burglar-proof Steel.**

¶ The **Fire-proof Composition** affords perfect protection to the contents of safe.

¶ The doors are provided with **Interlocking Flanges.**

¶ These are a few of the 22 points of excellence that make these safes the surest protection in the world.

We have several styles on exhibition at our warerooms and invite your inspection.

THE **Canadian Fairbanks Co.,** LIMITED

444 ST. JAMES STREET, - - MONTREAL

St. John, N.B. Toronto Winnipeg Calgary Vancouver

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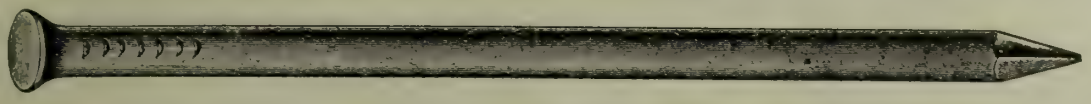
Only Wholesale

HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO.

Wholesale Only



There are only Two Classes of Wire Nails

GRAHAM NAILS

and other nails

GRAHAM NAILS ARE THE BEST

They are put up in Red End Kegs

Standard Wire Nails

Box Nails — Tobacco Box Nails
Fence Nails — Flooring Nails
Moulding Nails — Barrel Nails
Finishing Nails — Roofing Nails
Casing Nails — Slating Nails
Blued Wire Nails — Coated Wire Nails — Wire Fence Staples

Made by

The Graham Nail Works

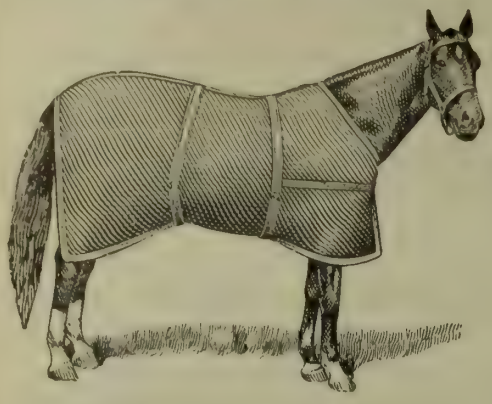
Operated by

H. S. HOWLAND, SONS & CO., LIMITED

TORONTO

We Ship Promptly — Our Prices are Right

Seasonable Goods



"STAY ON" PATTERN

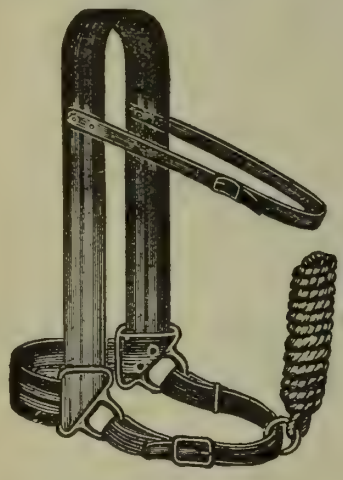
The "Stay On" Blankets are the neatest and warmest blankets on the market. They are extra well made and shaped to fit the back of a horse. No surcingles being required.

No. 2 Dandy Web Halters, 12 cord, buckled leather chin strap, rope tie.

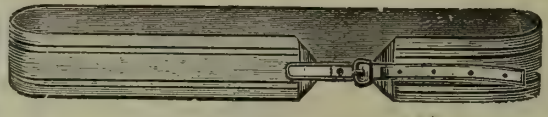
No. 3

No. 3 — Columbia Russet Leather Halters, 1" and 1¼" tinned trimmings, with loop for bit, rope tie with snap.

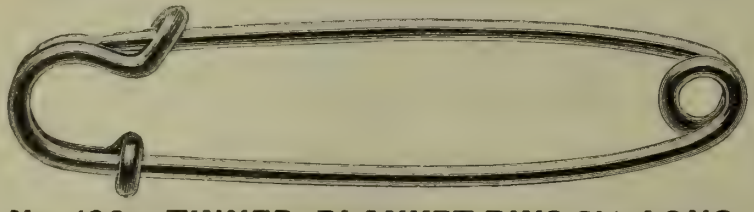
See our catalogue for other styles and sizes.



No. 2.



SURCINGLES
Plain and Padded
Sizes 3 and 3½"



No. 100---TINNED BLANKET PINS 3¾" LONG

REGULAR PATTERN

Write for Prices

Ask our travellers to show you samples and quote you. Before ordering your stock of horse goods, drop us a line and we will be pleased to quote you prices.

See our Catalogue for fuller information

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

MONTREAL - - CANADA

Have You Taken Advantage

yet of this opportunity to make money. The chance is one which will not occur again, and you have not much longer to share in the benefits of it. On September 1st we started in to sell 14,000 of these Swiss Army Rifles. We have sold 10,000 up to date, and the remainder will not last much longer.

We will help you to sell these rifles. We will write advertisements for you or send you electros of rifles and cartridges. The facsimile advertisement shows how one of our customers in Woodstock, Ont., is going about to secure the results of his enterprise. Many others are doing the like. Don't you think you had better order a case before it is too late?

A Real Bargain For One Hundred People

A SNAP FOR FARMERS, FARMERS' SONS AND OTHER SPORTSMEN

A $25.00 RIFLE FOR $5.00

Will you be one of the lucky ones? It depends entirely upon yourself. If you act quickly, you will get the best and biggest bargain you ever got in your life, but you must decide at once. I have been lucky myself, and I want to put my friends next. In the language of a promoter, I want to let them in on the ground floor. I have gone in with a number of other dealers and purchased a large number of

Swiss Army Rifles

41 CALIBRE REPEATER, 12 SHOTS

These Rifles were manufactured at one of the best European arsenals. The action is the reliable and quick bolt type used in all military Rifles. The barrel is beautifully rifled and sighted for long ranges and has convenient adjustable sights.

Recommended for men and boys on the farm and for sportsmen on their hunting trips. The Swiss Government paid $25.00 a piece for these Rifles. My allotment consists of just 100 Rifles. After these are disposed of I couldn't get any more if I offered $25.00 a piece for them.

While they last I will sell them

For $5.00 A Piece

If you can't get to town, send your order by letter or better still, telegraph or telephone your order and I will set one aside for you; and if you are not satisfied with it when you see it, you needn't take it.

I could sell 500 of these Rifles, if I could procure them. Will you be one of the lucky hundred?

SMOKELESS AMMUNITION FOR THESE RIFLES WILL BE SUPPLIED AT A LOW PRICE.

W. H. MARTIN,

Sporting Goods Dealer - - WOODSTOCK

Caverhill Learmont & Co

Wholesale Distributors

MONTREAL and WINNIPEG

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL AND TORONTO

WORKS at LACHINE

Annealed Hay Baling Wire and Bale Ties

We have a good stock of nice blue wire—and can make prompt shipments.

also

Wire Nails—Wood Screws—Bright Wire Goods

The quality of our goods is equal if not superior to any other make.

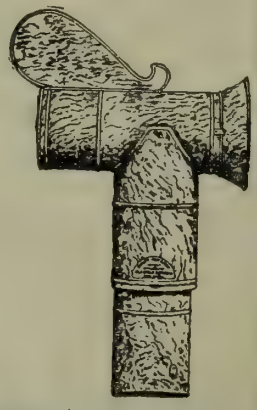
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Lachine, June 5, 1903.

The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister Marie Pacifique, Gen. Eco.
Sisters of Ste. Anne.

Made by

The J. W. HARRIS CO., Limited

CONTRACTORS

Montreal

New Style H. & C. Side Wall Register.

BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

HART & COOLEY CO., Booth St., New Britain, Ct.

MAUSER RIFLES AND CARTRIDGES

Have arrived and all orders on hand have been filled.

We have a few thousand left.

Mail or Wire Your Orders To-day.

Guaranteed absolutely new and Smokeless Powder Cartridges.

Don't confuse this Rifle with Springfield or other second-hand Military Arms, that are now being advertised.

LEWIS BROS., Limited

Address all correspondence to

Ottawa Toronto **Montreal** Calgary Vancouver

ESTABLISHED 1840

The Curling Season Will Soon Open

Order Now

Your

Curling Brooms

GET OUR PRICES BEFORE ORDERING

H. W. Nelson & Co., Limited

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BATHROOM FIXTURES

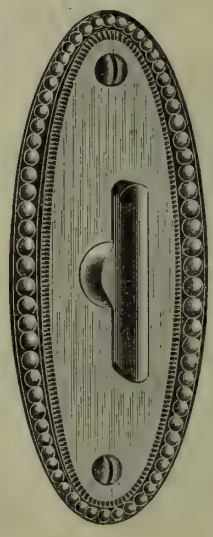
that will bring you profitable business because of their usefulness, convenience and reasonable prices.

Send for quotations.

BUFFALO MFG. CO.

BUFFALO, N.Y.

Canadian Representatives:
H. F. McIntosh & Co.
51 Yonge St., Toronto.



ROTARY STROKE ELECTRIC

DOOR BELL and TURN

A very handsome, practical and saleable set.
This is only one of our many trade-catching door bell designs. Sold by all leading jobbers in the Dominion.

The BELLEVILLE HARDWARE CO., Limited

BELLEVILLE, - - ONTARIO

This excellent line is put up with **Bronze, Brass** or **Steel Turns, Steel** or **Bell Metal Gongs.** Also with **Cast Bronze, Brass** or **Iron Turns.** Our full list is very attractive

Put Ginger in Business

These new skate lines of ours have put a lot of ginger into the skate business.

They're absolutely modern—neat in design, light in weight and very strong. They need only to be displayed to find ready customers.

AUTOMOBILE and CYCLE SKATES

The "Automobile Skate" is made with an aluminum alloy top and nickel steel blade. It is six to twelve ounces lighter than any other made.

The "Cycle Skate" is a light-weight, all-steel skate, made of the best of selected material, strongly welded and well tempered.

How the New Skate was Welcomed.

Many of my customers have been steady patrons of mine since their boyhood days. One particularly there is to whom I remember selling the first bicycle that I handled, a hard-tire safety, "The Rover." Ever since that he has followed the development of the bicycle with sportsmanlike conscientiousness. So with the skate. He purchased his first pair of skates from me. I remember the day well, because of the trouble we had fitting a plate on his boot to accommodate the fastener on the heel of the "Club"—the Club was the blade of quality in those days. He had been buying something in the skate line nearly every season up to five years ago. Then he stopped because there wasn't anything new to offer him. I believe he worried about that Sure It is that I did.

"Anything new?" he would ask each season following. There was always my apologetic 'Nothing doing" in reply.

"Strange thing," he would remark, "they're improving most everything right along, but the skate seems to stick at the same old point."

Then, two years ago, your traveller came along with the "Automobile Skate." When my old customer saw it a broad, expansive smile crept over his face. Say, you'd think it was a "letter from home."

"Now, that's something like it," he said. "I knew that the skate could be improved, and aluminum alloy and nickel steel were just the real modern materials with which to do it."

The Canada Cycle and Motor Company

LIMITED

HEAD OFFICE AND WORKS - - - - - - - - - WEST TORONTO

A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1

No. 2

No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY

THE WM. F. HEISE MANUFACTURING CO.

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

H. BOKER & CO.'S "EDELWEISS"

Perfection in the Art of Razor Grinding and Honing.

Every Razor Absolutely Perfect in its Shaving Qualities.

H. Boker & Co.'s Tree Brand Razors are known the world over as Highest Grade, and are noted for their superior shaving qualities. Every blade hand made from the very best quality bar razor steel, tempered by our own process. Perfectly ground. Honed and set ready for use. Every razor guaranteed.

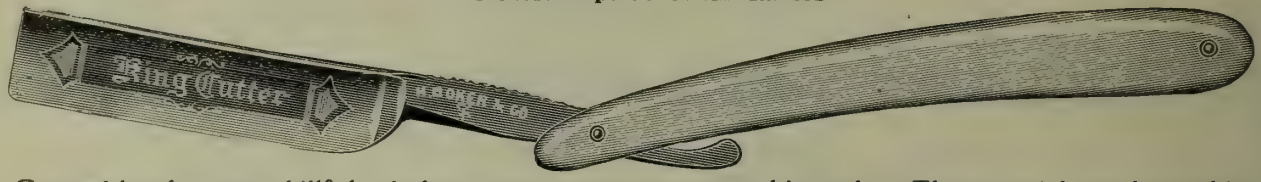
Write for our Free Book, "Some Pointers for Gentlemen Who Shave Themselves."

McGILL CUTLERY CO., Regd. **P.O. Box 366, Montreal**

PEER OF THEM ALL

H. Boker & Co's. "King Cutter" Razor

The Most Popular of All Razors

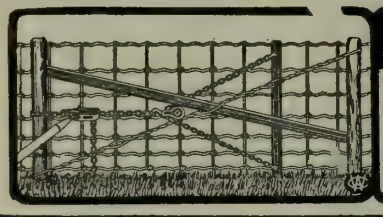


Ground by the most skillful grinders, every one an expert at his trade. The material, workmanship and finish of these Razors are perfect, and every Razor guaranteed to last a lifetime.

WRITE FOR OUR FREE BOOK:

"Some Pointers for Gentlemen Who Shave Themselves"

McGILL CUTLERY CO., Regd., - P.O. Box 366, Montreal



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. P. Hamilton, Ontario. **Winnipeg, Manitoba.**

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

CHECK BOOKS

"PLIC BOOKS"
For making carbon copies of your letters and orders. Write for information.
THE CARTER-CRUME COMPANY, Limited
445-447 King St. W., Toronto, Ont.

FEED COOKERS

FEED COOKERS
A good line to handle. Write us for full particulars and prices.
James & Reid, Perth, Ont.

FOOD COOKER
Tank directly over fire heats quick with little fuel. Safe—can be placed anywhere a stove can. Very satisfactory. Used for many purposes. Prices low. Write us.
The Steel Trough & Mach. Co. Ltd
Tweed, - Ontario

When writing to advertisers, kindly mention having seen the advertisement in this paper.

FLOOR SPRINGS.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

OUR SPECIALTIES
for this month are: Asbestos Stove Pipe Thimbles, Gas Heating and Cooking Stoves Combined, Four Styles Heating Drums, Air Tight Heating Stoves, "Nestable," Four Styles Ash Sifters, Three Styles Toasters and other good specialties, all Hardware Stores.
THE COLLINS MFG. CO., TORONTO.

METAL STAMPING.

STEEL STAMPINGS
We design stampings to replace castings of all kinds. Send sample for estimate.
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

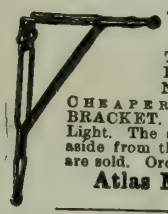
RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHIP SIGNAL LAMPS

Davey's Patent Windproof Ship Signal Lamps
Ship, Yacht and Boat Fittings of all kinds.
DAVEY & CO., 88 West India Dock Road, LONDON, E., ENG.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.
Atlas Mfg. Co., New Haven.

TOOLS.

OUR OFF-SET
TOOL HOLDERS
Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.
Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO U. S. A.

VENTILATOR

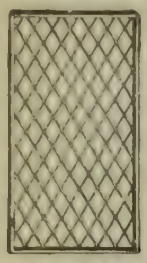
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.
PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

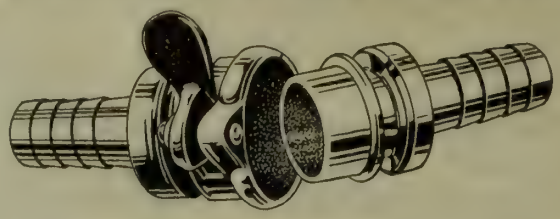
Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.

A COIN-CATCHING COUPLER



A modern improvement over the old-fashioned hose coupler. No fumbling with worn threads or washers. Works simply and quickly. You get an absolutely watertight joint in one second.

A quick seller because hose-users readily appreciate its advantages. Write and ask us about the profits.

The Time Saving Coupler Co., Limited
166 Bay Street - - TORONTO, CANADA

When in the market for

GLUES, GELATINES, SIZE, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

YOU NEVER NEED TO WORRY ABOUT THE MERITS OF

"DIAMOND" BRAND FITTINGS

We looked after that part of it long before you bought them. And attended to it well, too. No flaws or imperfections in "Diamond" Brand Fittings.

LOOK FOR THE TRADE MARK "DIAMOND"
IT'S YOUR PROTECTION AND OUR GUARANTEE.

OSHAWA STEAM & GAS FITTING CO., Limited
WHOLESALE ONLY
OSHAWA, - CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

Canada Foundry Company, Limited

14-16 KING STREET EAST

Montreal, Halifax, Ottawa, — **TORONTO, Canada.** — **Winnipeg, Vancouver, Rossland.**

MANUFACTURERS OF

Power Appliances of all Kinds

Complete Power Plants, Steam, Gas, or Electric.

The Ideal Duster

IS A MECHANICALLY CORRECT MOP HEAD

Scientifically constructed to close automatically with a firm—almost positive—grip, designed especially for dusting purposes, which, with a yard or two of ordinary cheese cloth

Solves the Polished-Floor Proposition

Supplied through the jobbing trade generally, through whom orders are solicited. For prompt shipments on the moment order through

WALTER WOODS & Co. } Hamilton
WOOD, VALLANCE & Co. }
and Montreal and Toronto Jobbers.

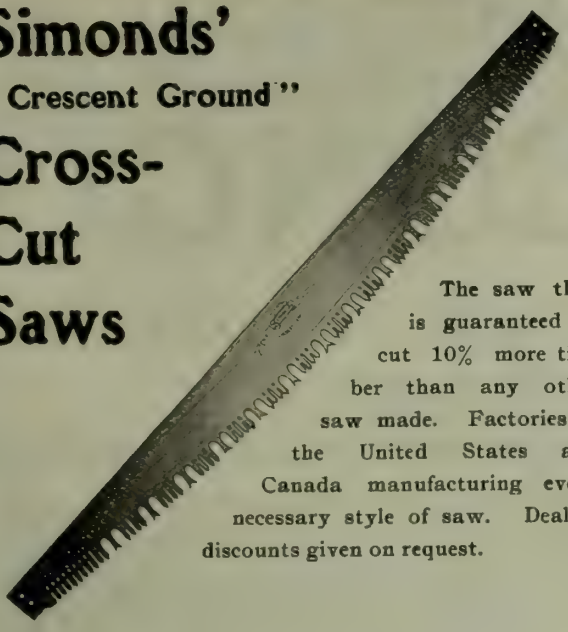
TARBOX BROS., Manfrs.
TORONTO, ONT.

British Depot, 2 Hope Chambers, Liverpool
Manfrs. of the Tarbox Self-wringing Mop, Tarbox Pillow-Sham Holders, Etc.

Simonds'

"Crescent Ground"

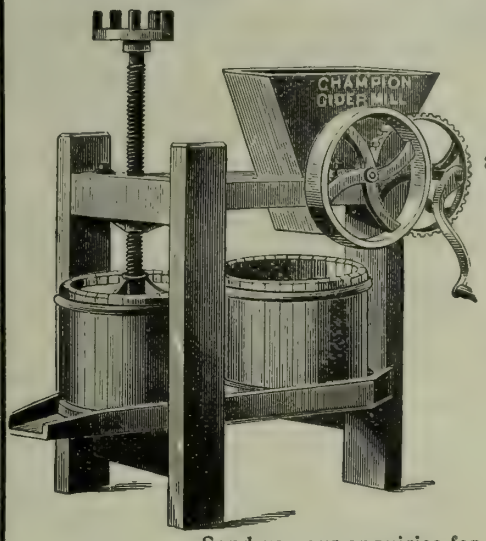
Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Toronto, Ont. St. John, N.B.

Cider Mills and Presses



Order now and be ready for the demand.

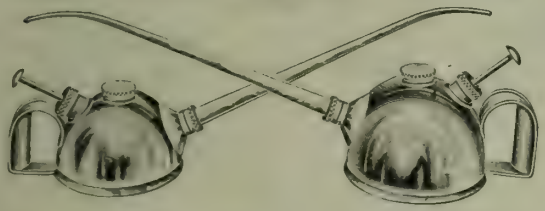
Circulars and prices will be sent by return mail.

Send us your enquiries for

Drilling Machines, Forges, Weeelbarrows, Washing Machines of All Kinds, Butter Workers and Shipping Boxes, Blacksmith's Machine Tools, Wagon Skeins

The London Foundry Co., Ltd.
LONDON, CANADA

Howland Pump Oilers



For sale by all Jobbers in Canada.

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U. S. A.

Established 1820

F. JOYCE & CO., LTD., LONDON, ENG.

ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE, the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

For F. JOYCE & CO., LONDON, ENG.

OAKEY'S The origina and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street

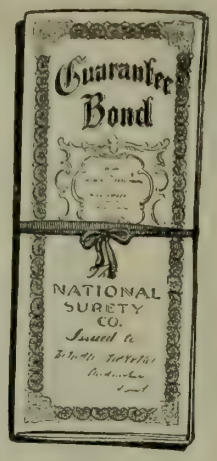
MONTREAL

Write to-day, we need you and you need us.

A GUARANTEE BOND with

EVERY ROLL OF

CONGO



"NEVER-LEAK" ROOFING

The Surety Bond Guarantee back of Congo makes it the most attractive roofing proposition on the market.

We have claimed right along that 3-ply Congo was an unexcelled Ready Roofing at the price, and we now back it by the National Surety Company's Guarantee Bond.

This Bond covers a period of 10 years.

It is broad, liberal protection to the purchaser. It means we have faith in Congo. It protects you absolutely.

A good many roofings carry guarantees of different characters, but not a single one of them gives the purchaser a *Surety Bond*. That's the only kind of guarantee worth having!

We know Congo is the surest protection against weather, climatic changes, heat and cold, for it is absolutely not affected by any of these. It never dries out, cracks or melts, and so perfect a roof protection does it make that it is aptly called the "Never-Leak" Roof. If we were not *sure* of these facts we wouldn't dare give a Surety Bond with every roll.

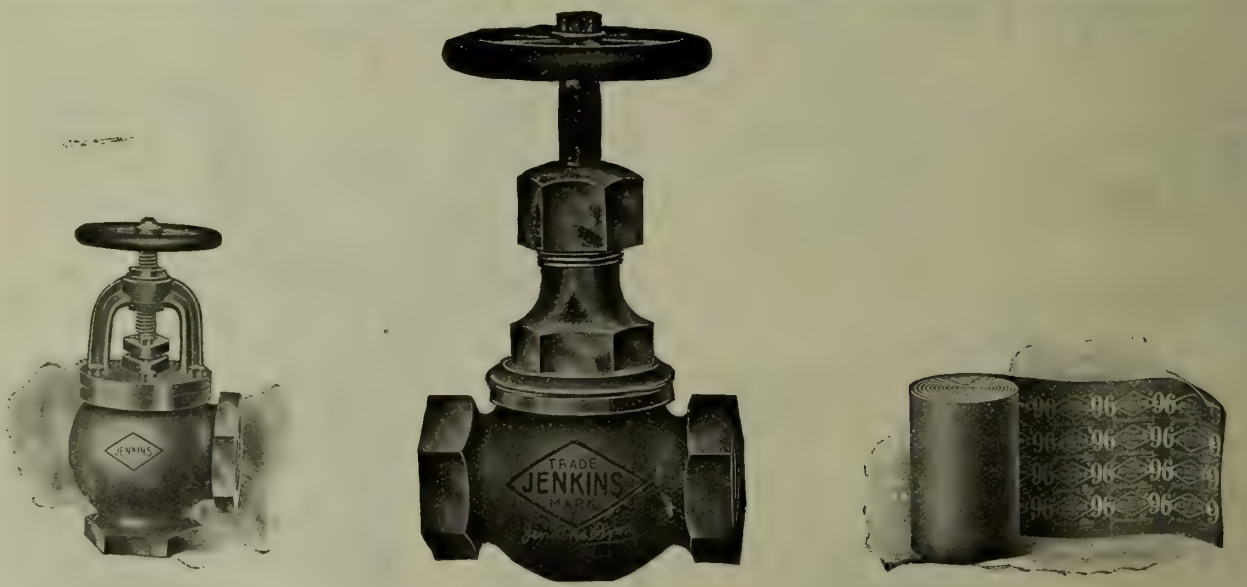
Send for a sample and further information to-day.

SPECIAL NOTICE—If any Congo rolls that you purchase do not contain Guarantee Bonds, write us at once, telling us where and from whom they were purchased, and we will at once mail you the missing bonds.

United Roofing & Manufacturing Co., Philadelphia, Pa.

Successor to BUCHANAN-FOSTER CO.

H. S. Howland, Sons & Co., Toronto.
Starke-Seybold, Ltd., Montreal.
Mechanics Supply Co., Quebec.
S. Hayward Co., St. John.
Geo. E. Smith & Co., Halifax.



Catalogue and discount sheet sent on application.

JENKINS BROS., LIMITED

BRANCH AT
95 QUEEN VICTORIA STREET
LONDON, E.C., ENG.

OFFICE & WORKS
ST. REMI STREET & ACORN AVENUE
MONTREAL, QUE.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

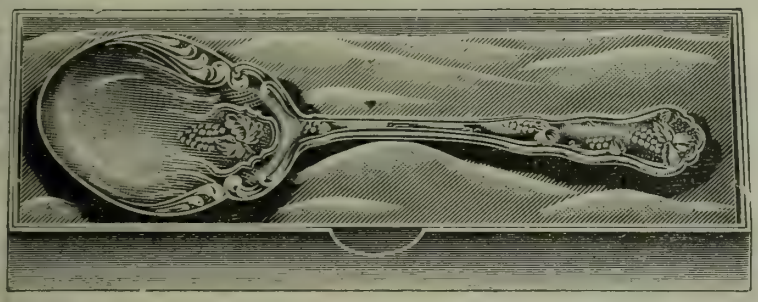
SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.



Grape Berry Spoon

Silver and Gilt Bowls

These spoons are made of the best quality of material by skilled workmen. Our guarantee backs up our goods and our goods make good our guarantee. Write for quotations when we will be glad to explain further advantages to be had in selling our lines.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 117 d'Youville Sq., Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG LIFE

Copper Hardened

BABBITT

Copper Hardened

LONG LIFE METALS

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb. **Write for Booklet**

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Here's A Good Live Opportunity!

for the wideawake hardwareman who will keep an eye on local building trade. STRUCTURAL STEEL is the building material of to-day. The demand for it is continuous. You can help to supply the demand with big profits to yourself and satisfaction to the builder by handling our line of STRUCTURAL STEEL. See your local builders and contractors. Our close prices and high-grade material will furnish you with a contract-closing argument. This is a proposition worth while. It's up to you! Do you want the business?

Ask us for information. Your opportunity is NOW.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

Here's the Cutest Range Out

A perfect delight to the young housekeeper.

It's a little gem and just the thing for a small family.

The YORK

Has 18 x 18 x 11 oven (including door swell) Duplex Grate, all cast linings, 4 9-inch holes, waterfront, and with detachable encased contact tank, so that in the one range you have either a square or an extended, whichever your customer wants. This is a point worth noting.

Order one now—you'll find it's a seller.

The AJAX

This is the "York" in cook stove form, with oven of same dimensions and right hand oven door only.

It is made with detachable reservoir, has 4 9-inch cooking holes, Duplex Grate and Waterfront.

As a substantial, small sized and low-priced coal and wood cook it fills the bill admirably — and it works to perfection.

The James Stewart Mfg. Co., Ltd., WOODSTOCK, ONT.

Western Warehouse, James St., WINNIPEG, Man.

The FAVORITE is the MONARCH of all BASE BURNERS. It is the only THREE FLUE CONSTRUCTION that we know of made in Canada. It will save 25% fuel and give 50% more heat than the ordinary TWO FLUE BASE BURNER

We also make other Base Burners at prices to suit any pocket.

FINDLAY BROS. CO., LIMITED - CARLETON PLACE, ONT.

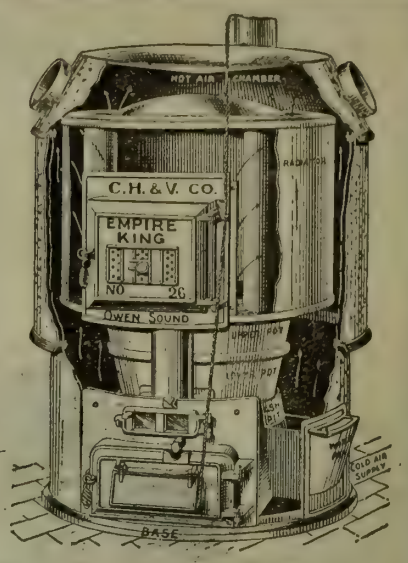
BRANCH HOUSE—309 Elgin Ave., WINNIPEG.

DISTRIBUTING AGENCIES—TORONTO CALGARY EDMONTON

ONCE UPON A TIME

The dealer who tried to satisfy a customer that a furnace was all right, had a hard nut to crack. The complications of obsolete heating apparatus couldn't be understood by the average man. But the advent of the

EMPIRE KING FURNACE



altered things. The Empire King is so practical and simple in construction that it really sells itself. Your floor space is wasted if you allow it to be occupied by any furnace so complicated that an exposition of its points gives your customer a brain-storm. The motto of the Empire King is: "Few parts, and every part scientifically correct." It is the heating furnace with the modern idea.

Ask us for full particulars about this profitable furnace proposition — a postal will do.

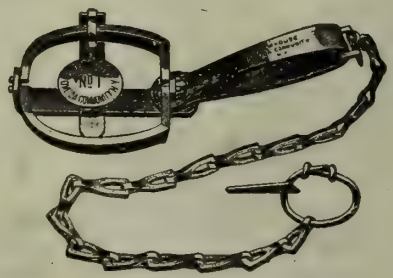
Canadian Heating and Ventilating Co., Limited

OWEN SOUND - ONTARIO

Selling Agents: Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **A Genuine Newhouse** trap will hold the game and earn its extra cost several times in a season.



NEWHOUSE STEEL TRAPS ARE ABSOLUTELY GUARANTEED

Made since 1848 by

Oneida Community, Limited

Write for Catalogue NIAGARA FALLS, ONT.

PERFECTION Water Heaters

Can be used in combination Hot Air and Hot Water Heating. They give satisfaction when connected in heating stoves for heating water for bath-room, laundry or domestic purposes.

SIMPLE EFFECTIVE ECONOMICAL

Made in three sizes, from 50 square feet to 200 square feet radiation.

Send for Perfection Water Heater Booklet

The Jas. Smart Mfg. Co., Limited

WINNIPEG, MAN. BROCKVILLE, ONT.

You will find some hockeyists and skaters who pin their faith to the "tubular" skate. The man who buys a "tubular" usually wants an expensive skate. This means more profit for the dealer. The "Starr Tube" will more than please your customers.

"STARR" TUBE SKATES

The "Starr Tube" is a skate having an unusually thin blade, reducing friction to the minimum. Particularly useful on hard ice. Tubes drawn from the best quality cold rolled steel. Tops soldered as well as riveted. Nickel plated and highly polished. Write for catalog.

STARR MANUFACTURING CO., LIMITED, - - - - - DARTMOUTH, N.S.

BRANCH OFFICE, TORONTO, ONT.

Davidson's "Premier Royal"

The very embodiment of a Perfect Cooking Range

Combines attractiveness with many up to date features : :

Duplex Grate
Detachable Guard Rails
Large Ventilated Oven
Extra Large Fire Box
Heat Indicator
Simmering Cover
Smooth Castings

Made in three sizes and seven styles.

Show a "Premier Royal" to your customers

and you will have no need to talk all day to make a sale

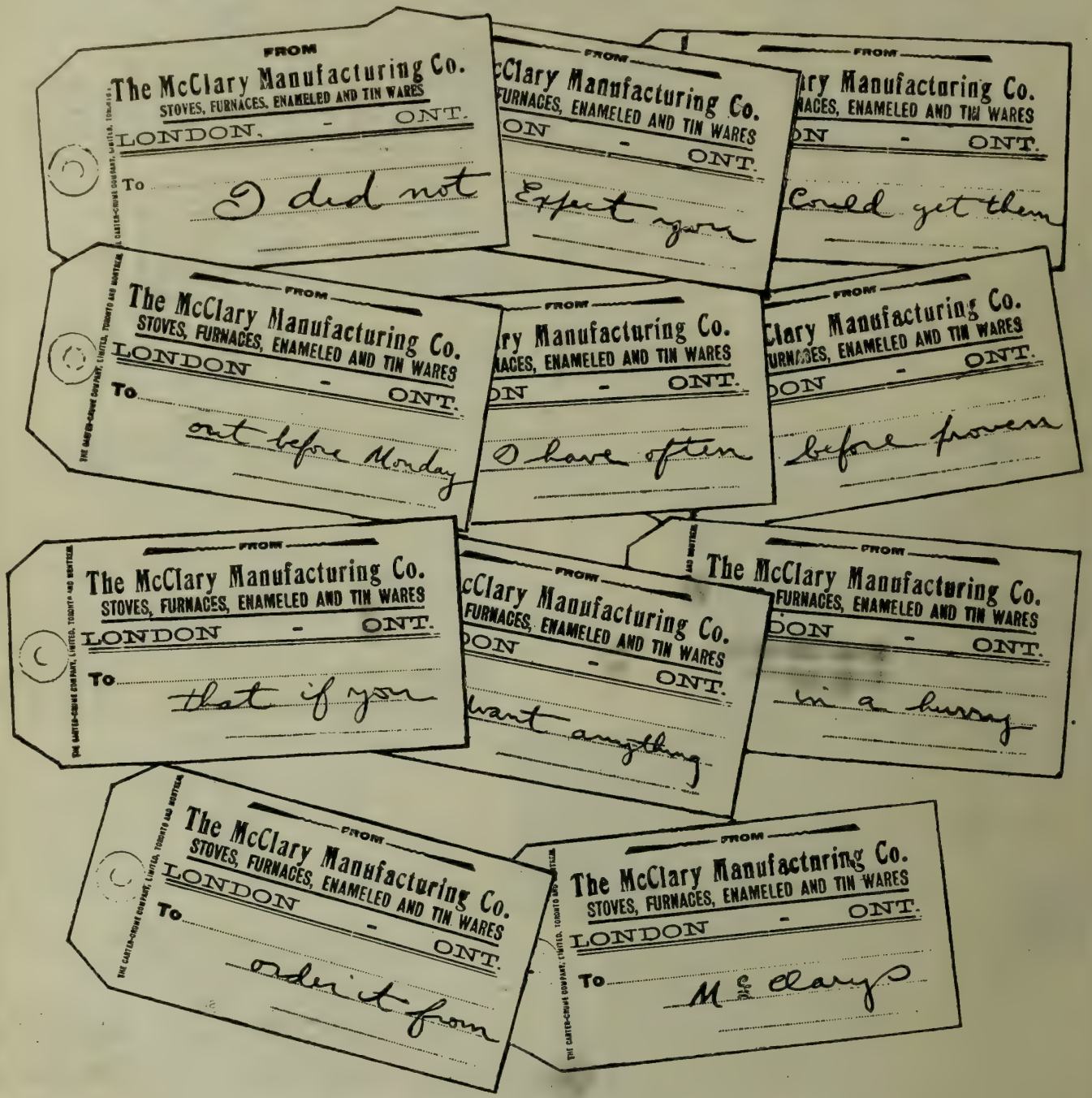
Cut illustrates Style F with steel high closet.

WRITE FOR DESCRIPTIVE CATALOGUE

The Thos. Davidson Manufacturing Co., Limited

Montreal and Winnipeg

If you want your stoves shipped fast inwardly digest this testimonial and outwardly act on it.



What a McClary agent wrote about his stove shipment.

McClary's

London
Vancouver
Toronto
St. John, N.B.
Montreal
Hamilton
Winnipeg
Calgary

Two GURNEY-OXFORD Successes

HERE is the Steel Range that will sell, and sell easily, to the housekeeper who wants much for her money and who requires the best value possible in the range she buys.

GURNEY-OXFORD Canadian

Its high quality BLUE STEEL construction costs the buyer no more, but does make the dealer's work easier and his profit surer. Fitted with the Gurney-Oxford Reversible Grate—a fuel-saving improvement any woman will see the value of instantly. Another great selling-point is the Gurney-Oxford division flue-strip, which is an insurance against oven-troubles — makes baking a certainty, keeps oven evenly hot in every part. Heavy, easily removable fire-linings, and a dozen more sale-making qualities, are described in our dealers' catalog.

Here is the Range built as if our whole reputation — and yours—depended on its excellence. No finer Range ever stood on a floor than the

GURNEY-OXFORD O.K.

Beautifully finished in finest nickel, designed by a sculptor —a genuine work of art. Body is cold rolled dead flat blue steel; top of fine gun-metal, needing no blackleading and sure to hold its finish for years. Finished with steeple-headed rivets—newest thing in fine stove-making —which interlock the range body with an interlaid asbestos armor, this being further fortified by a special expanded metal protection. New duplex draft, taking air from back as well as front, assures economical fuel consumption and perfect combustion. Special oven construction (division flue strip) makes this the supreme baking range. You cannot talk this range too hard—it is built to satisfy the very best trade—and it will do it.

SEND FOR CATALOGS

The Gurney Foundry Co., Limited, Toronto

Stocks at Montreal Hamilton London Winnipeg Calgary Edmonton Vancouver

Eternal Vigilance

is the price of peace in running a furnace. Even then there is always a but----

That's what the average householder will tell you when he has used old-timers, but never after he used the RECORD CALORIFIC.

"Furnace Satisfaction," is the slogan of the Record Company.

When you buy the "Other Kind," your money says "Farewell Forever."

When you buy the Record Furnaces or Stoves it says "Till we meet again."

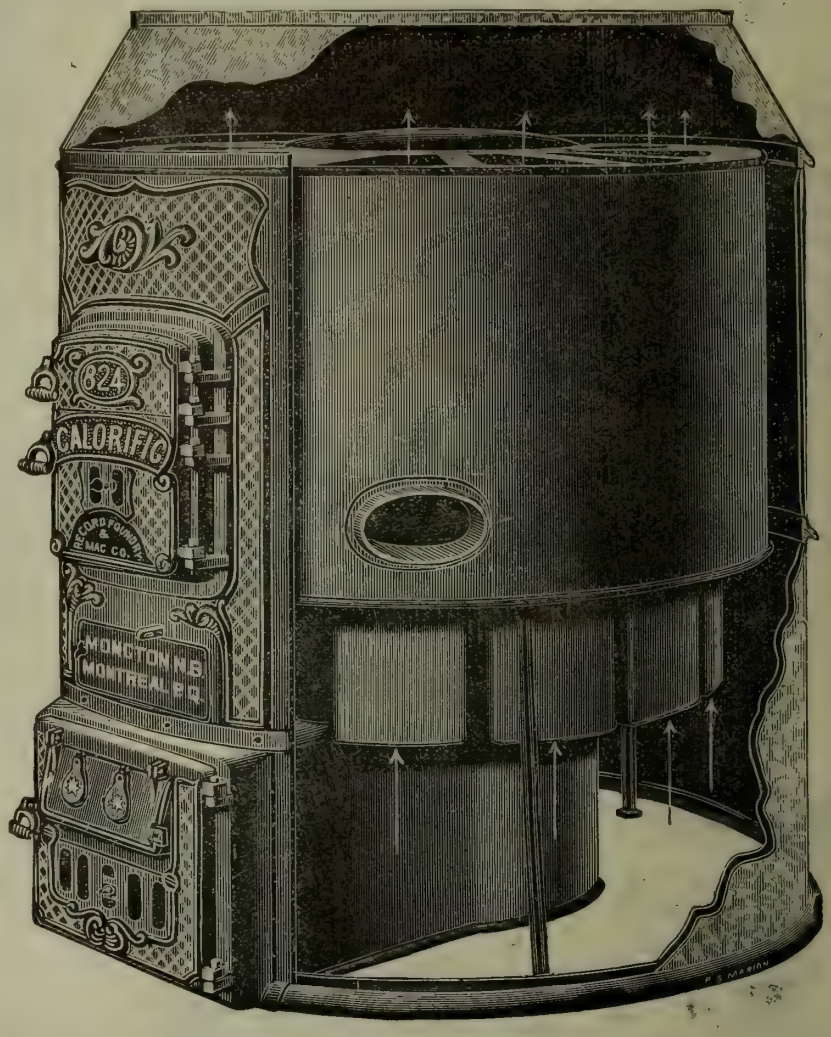
Think of ending all that bickering and squabbling over faulty stoves and troublesome furnaces, Mr. Dealer! Your reputation is staked upon the class of stoves and furnaces you recommend.

We keep you from falling down, because our goods are all

"Backed by a Guarantee"

When all's said and done, you must stock the furnace that pleases, and keeps the customer pleased year after year.

Listen to a few good points and then write for our free information.



Simplicity of Construction—The Record Furnace has few parts, hence little trouble.

We have a long list of other reasons why you should talk the Record Stoves and Furnaces.

The Record Foundry & Machine Co.
LIMITED

Montreal and Moncton

Sales Agencies at Winnipeg, Toronto, Calgary, Vancouver
St. John's, Newfld.

If there is one thing we like more than the other it is to explain just why

McDougall Pumps

are Standard Pumps the world over.

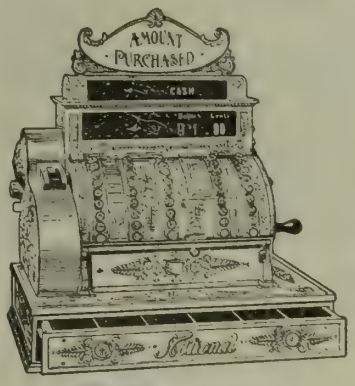
It is simple when done, as quality, first, last, and all the time, with prices right is a combination hard to beat.

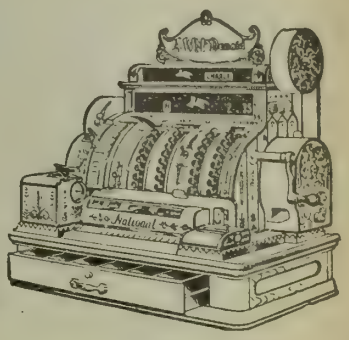
Our Catalogue Explains

The R. McDOUGALL CO.

Galt, Canada LIMITED

They Pay!





Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager.

L'Art Nouveau Leaded Art Glass

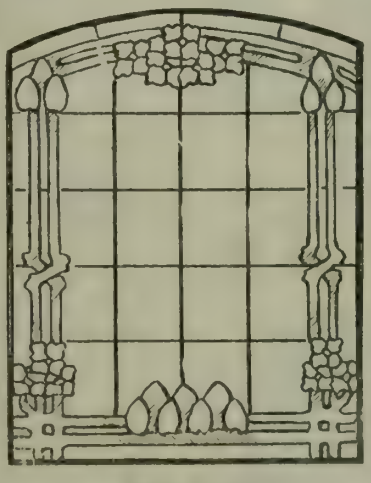
Why not send your ORDERS for **Leaded Art Glass** to the People who manufacture it.

We have a large staff of men at each of our THREE Factories continually employed in the making of LEADED ART GLASS. We always aim to please our customers. Place your next order for GLASS with us and be convinced.

Design No. 910
Supplementary Catalogue.

Cuts shown are two of the LATEST Designs in L'ART NOUVEAU Taken from our Supplementary Catalogue. This class of work is at present very popular.

Write for our Supplementary Catalogue containing all the latest and most up-to-date designs.



Design No. 900
Supplementary Catalogue.

LEADED ART GLASS is only ONE of our many lines as we carry large and complete stocks of all kinds of GLASS at our THREE Warehouses, and are in a position to fill all your orders on the shortest notice. Prompt shipment of MAIL ORDERS a specialty.

THE HOBBS MANUFACTURING CO. Ltd.,

Factories and Warehouses

TORONTO **LONDON** **WINNIPEG**

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

Rotors pull out over dish so that the meat drops into the dish and not on the floor.

Dana
Food Choppers

The only Food Chopper not sold by catalogue houses, and advertised big in home papers.

By giving complete and lasting satisfaction to your customers, Dana Food Choppers help your *general sales.*

ASK YOUR JOBBER

THE DANA MFG. CO. Cincinnati, O.

The Freezer the Women want

Dana Peerless Freezer
Write for catalogue

Dana Mop Wringer takes a woman off her knees.

If Your Customers Want Better Light-

ing fixtures than they have been accustomed to, show them our lines of artistic and up-to-date lighting fixtures. Their practical, pleasing qualities will recommend them to the most careful buyer. Not only that, but they cost no more than an inferior grade of fixtures, and there is a good margin of profit left over for the dealer.

Ask for Our List—a Postal Will Bring It.

The Barton Netting Company, Limited

38 Ouelette Ave., Windsor, Ontario

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.

What's in a Trade Mark?

Speaking of our own trade mark, there's a whole lot in it. When you see it on a package, it signifies that the contents thereof are manufactured in a plant which is one of the oldest, most progressive and largest of its kind in Canada. We make all kinds of

Iron, Brass and Copper Rivets and Burrs

Wood Screws; Tacks; Wire Nails; Stove, Sink, Tire and Sleigh Bolts; Bright Wire Goods; Wire—Bright, Coppered, Tinned, in coils or cut to lengths; Machine Screws, Corrugated Fasteners; Staples, etc.

Canada Screw Co., Limited

Toronto **Hamilton** **Montreal**

DISSTON SAWS

BACKED BY THE
DISSTON SAW WORKS
AND BY THE
DISSTON METHOD
of manufacturing

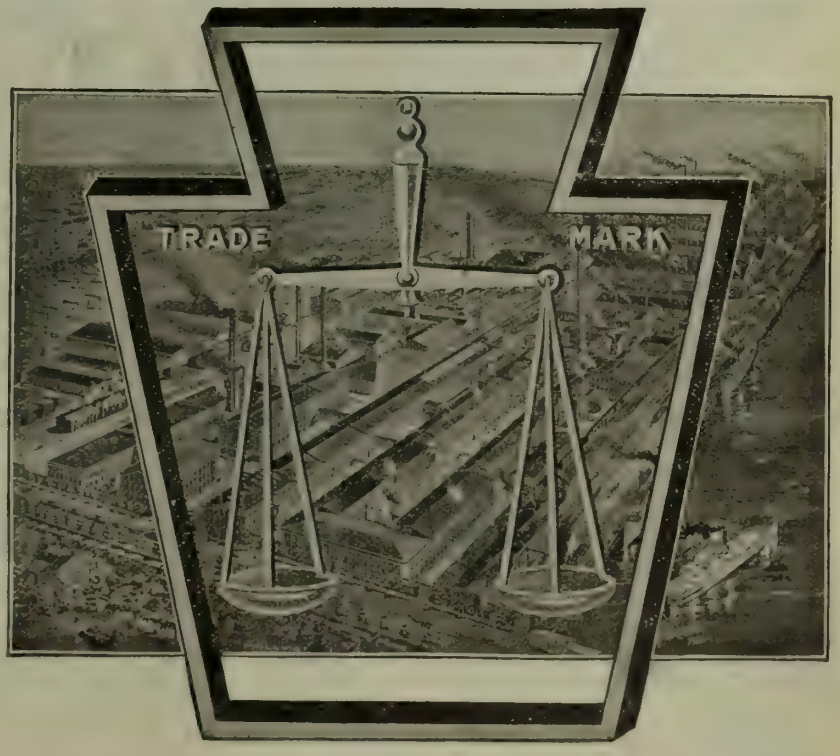
THIS BRAND

ON SAWS AND TOOLS

will continue to be recognized in the future as in the past

SIXTY-EIGHT YEARS

as a guarantee of Highest Quality and Efficiency.



HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

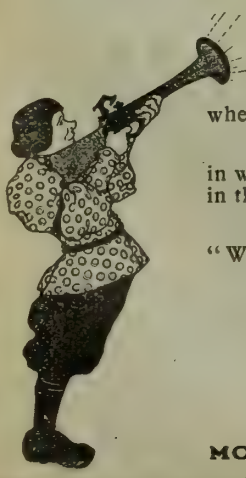
CANADIAN WORKS, 112 Adelaide Street East, TORONTO

Distributing Agents: **KENNEDY HARDWARE CO., Ltd.,** 51 Colborne St., Toronto

RETINNED DISH PAN

For **Stamped, Pieced** and **Japanned Tinware** of the very best quality, **E. T. Wright & Co.** stand unequalled. Send us your order for any of the above lines of tinware, and it shall receive our very best attention. Catalogue on application.

E. T. WRIGHT & CO., - - HAMILTON, ONT.



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in your proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,

MONTREAL TORONTO WINNIPEG

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

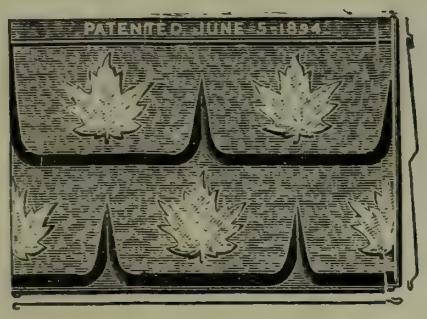
For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

"Safe Lock" Galvanized Steel Shingles



There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market and is still the best. Get your prospects in line and then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal. "We work with the trade."

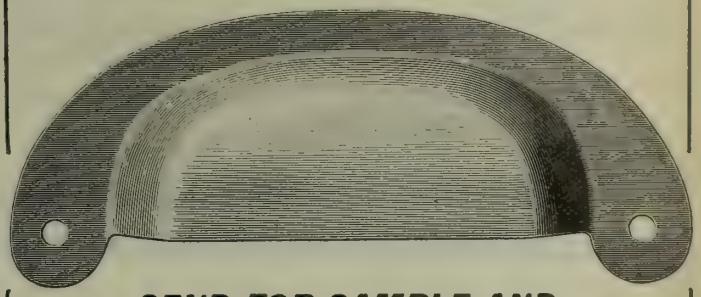
The Metal Shingle and Siding Company, Limited

HEAD OFFICE and WORKS: PRESTON, ONT. BRANCH OFFICE and WORKS: MONTREAL

GENERAL SALES AGENTS

St. John, N.B.	Quebec	Toronto
Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
Winnipeg	**Calgary**	**Vancouver**
Clare & Brockest	Ellis & Grogan	Wm. N. O'Neil & Co.

Save Money —IN— Drawer Pulls



SEND FOR SAMPLE AND PRICES.

WE ALSO MAKE THE

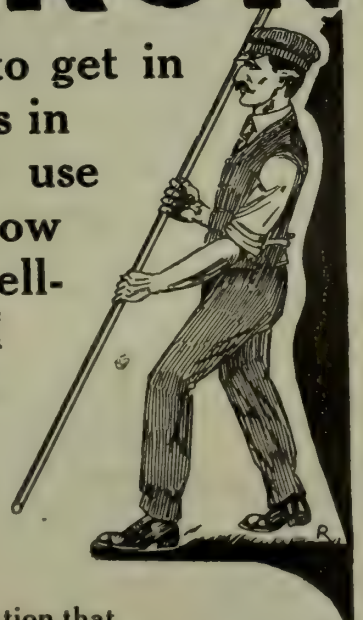
Celebrated Shelby "Champion" Double Acting Spring Floor Hinges

The Standard Mfg. Co.

SHELBY, OHIO., U.S A.

BAR IRON

It will pay you to get in touch with buyers in your locality who use bar iron. Our low quotations and well-known goods will help you to secure profitable contracts.



Let us send you information that will assist you in getting business.

LONDON ROLLING MILL CO. LIMITED
LONDON — CANADA

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co., MONTREAL, QUE.
or to
Canada Iron Furnace Co., Limited
MIDLAND, ONT.

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

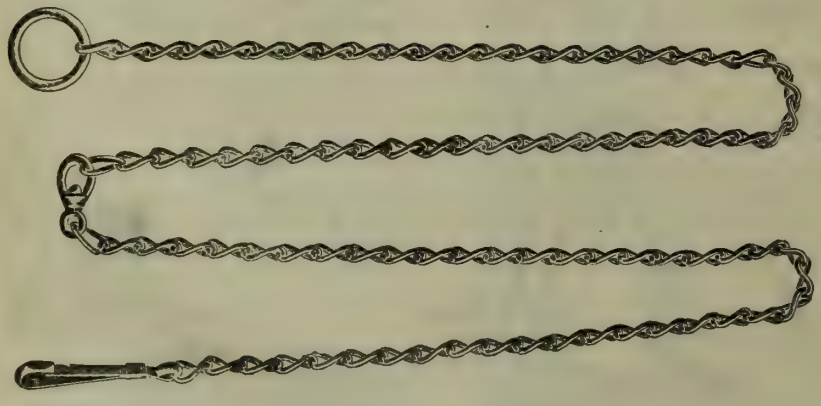
Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



You might just as well mention on your order to the jobber: "Be sure and send Electric Welded Chain for our Traces, Cow Ties and Tie Outs."

They cost no more and give the best results.

McKinnon Chain Works ST. CATHARINES ONT.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

THE MAXWELL LEADERS

Popular with dealers as strong, steady sellers, and in thousands of homes as great labor-savers.

The "Puritan" Re-acting Washing Machine

Built on the correct principle for quick, thorough, easy washing—built for genuine service.

The "Favorite" Churn

The ball-bearing churn, that turns by hand or foot, or both. The best seller in Canada. 8 sizes, to churn from ½ to 30 gallons.

You are missing good business if you do not stock these lines. Write for particulars and terms.

DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

The IMPROVED J.M.T. INJECTOR

Do You Handle Injectors
Do You Have Enquiry for Injectors?

TRADE MARK J.M.T. REGISTERED

The Standard J.M.T. INJECTOR has been on the market giving good service for the past several years, equal to the best standard machine.

We now offer you the

IMPROVED J.M.T. INJECTOR

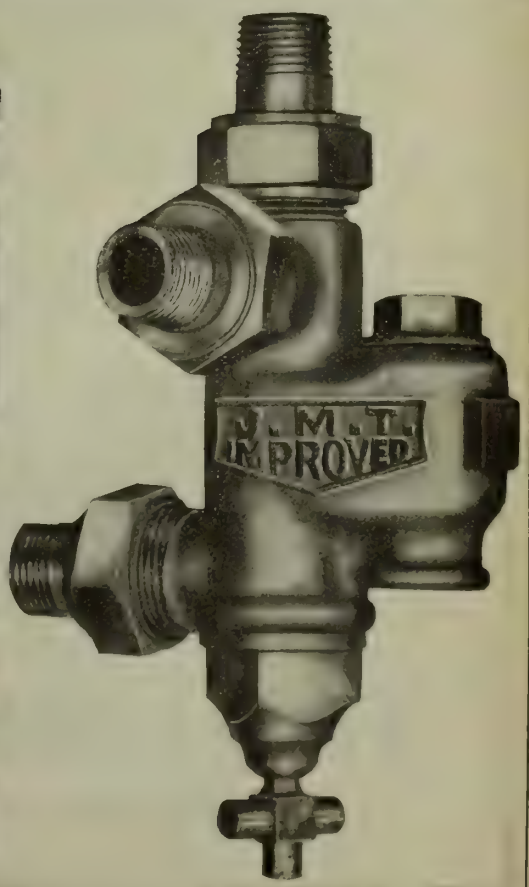
It operates under a much wider range of pressures than any other machine upon the market,

Standard pressure range is 20 lbs. to 160 lbs.
Improved J.M.T. pressure range is 18-20 lbs. to 220 lbs.

All machines made to a standard, of highest grade material and best of workmanship—Fully guaranteed.

Wouldn't you like to carry a few?

Prices upon application.



THE JAS. MORRISON BRASS MFG. CO. LIMITED
TORONTO ONT.

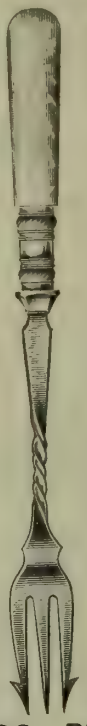
It works equally as well under low or high pressure

The Hobbs Hardware Co., Ltd.

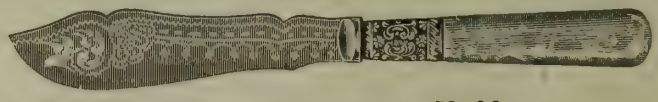
ESTABLISHED 1876

LONDON **TORONTO**

There are no dull times for a hustler. Slow sales demand an increase of energy.

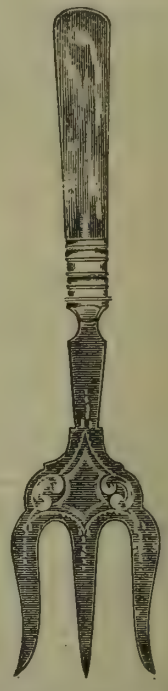


No. 4000—Pickle Fork

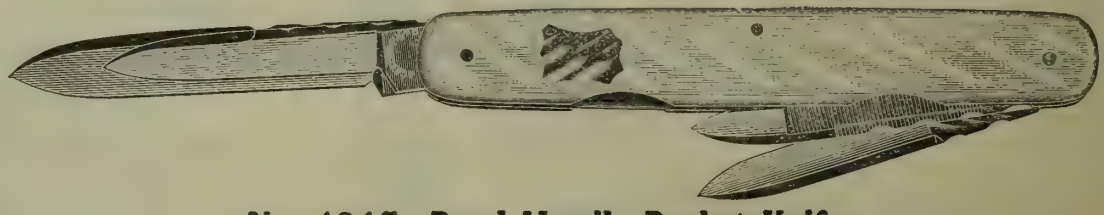


No. 4062—Butter Knife

No. 9—Fruit Knife



No. 4062—Bread Fork



No. 4047—Pearl Handle Pocket Knife

You will find satisfaction as well as saving in buying these goods from us.

The Hobbs Hardware Co., Ltd.

LONDON **TORONTO**

T QUALITY A FINISH C VALUE K SATISFACTION S

The Four Commercial Leaders

Supplied both in papers and bulk

AMERICAN BLUED OR TINNED WIRE CARPET TACKS

Unique, **WHY!** because no other tack on the market can claim to have a perfectly round clean pressed head, with absolutely cylindrically shaped shanks and needle points, having no troublesome projections or superfluous metal to injure the frailest fabrics, all these features are coated with a superior quality of blueing, which makes them a presentable article for special attention of hardware purchasers.

Stocked by leading wholesale hardware dealers.

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL, QUE.

QUICK TURN OVER OF PROFITS

That's the secret of modern business success—goods that please, that bring back customers; goods that help keep the clerks busy—a continual jingle of coin on the counter.

DOMINION AMMUNITION

is a staple to Sportsmen. It is sold all over the world and its sales increase every year by enormous figures. This means we helped retailers to make money selling Dominion Cartridges and Dominion Shells.

Shall we co-operate with you ? Write to us.

Dominion Cartridges	**Regal Shells**	**Sovereign Shells**	**Crown Shells**
(Sure fire.)	(Ballistite dense smokeless powder.)	(Empire bulk smokeless powder.)	(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

Kemp's Lamps and Lanterns

HANDY LAMPS
Lacquered Blue

PER DOZ., without burners, $2.20
" with B. burners, $3.10
(Chimneys not included)

CANDLE LANTERNS
Brown Japanned

- - - $1.15
(Chimneys not included)

CADET LANTERNS
Antique Finish

- - - - - $2.30

Write for Discount

KEMP MANUFACTURING CO., Cor. Gerrard and River Sts., Toronto, Can.

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

What To Do In November

Active Preparations in Order for Holiday Trade—Prepare a Thanksgiving Window — Carving Sets and Cooking Apparatus Timely for Display.

November should be a busy month with the hardwareman, for in addition to his window displays, which must now assume a winter aspect, there are the preparations for the great holiday trade of the year to be considered. Before anything is done, however, in these directions, the first week of the month should be devoted to a thanksgiving display. Hardwaremen in Canada are apt to ignore this occasion, and the opportunity it affords for brightening up the windows and attracting attention. They seem to overlook the fact also that the festival engenders a buying spirit which is well worth extra consideration.

Everybody feels good at this time, and although the purchasing feeling is nothing like so marked as it is at Christmas, yet thoughts of the great and glorious harvest that is to be celebrated by the carving of a huge turkey, and by the happy re-union of the family from various parts of the country, are bound to make the purse strings loose for the time being. There are probably more sitting down at the table this year than last, the cooking is to be extended, and so larger and additional culinary utensils are wanted, while the present stock of knives and forks is much too small. Besides, a doubt as to the old carving knife being able to dissect neatly the turkey may become an actual certainty if a fine set of carvers meets the eye.

It is well, therefore, for the dealer to run a Thanksgiving display. In any case, it is something out of the ordinary, and the merchant is not blessed with so many opportunities for fresh studies that he can afford to let any extra occasion slip by. Cutlery can be utilized as the major scheme of design for a Thanksgiving window—and there are not many displays which look better, if the various articles are well displayed. Food choppers, roasting pans, sauce pans, pie dishes, can also be brought into use.

Display Winter Lines.

November is the month when the householder prepares for the winter. The stove may have been bought ere then—although the stove display should not be neglected on this account—but the various accessories are probably lacking. Coal hods, pokers, furnace shovels, ash sifters and stove boards will all be in demand. Snow shovels, too, can be displayed, with sleigh heaters. Stable fittings, horse blankets, etc., should not be neglected. The fixing of the storm windows will call for putty, glass, and tins of paint, so the dealer should see that he is well supplied, while his stock of weather strip should be complete. The latter part of November is the time for the display of skates. A very pretty window can be made out of these articles alone, especially if a good assortment is carried. They are bright looking, and, therefore, freshen up a window on the darkest day. Hockey sticks, snowshoes, and sleighs can also be displayed.

Another good line to carry would be gymnastic supplies. Gymnasiums are more in evidence every year, but there is room for great development. In small centres of population, where indoor amusements for the long winter months are very limited, there is nothing to equal a recreation club, and a dealer would be doing a good stroke of business for himself, as well as benefitting the youths of the community, if he interested himself in the formation of a gymnasium. Besides the prominence given to his efforts would be a good advertisement for the store.

With the display of all these purely winter lines, however, the general utility articles should not be ignored. The dealer is inclined to forget sometimes the staple, if commonplace, goods of the hardware industry. But there are very few lines which will not bear display, and look attractive, too, if sufficient care be given them. It should not be assumed that everyone knows that the hardwareman carries these articles, and it is not fair that they should always have to sell themselves.

Prepare for Holiday Trade.

Lastly, the dealer should in November make his preparations for the Christmas season, and make them thorough and progressive. Every year sees an advance in the efforts of the hardwareman to capture the trade that accompanies the great holiday. The spasmodic attempts to cater for the present giving spirit pervading the community at this time so long characterizing the dealer are now giving place to a thoroughly organized campaign. The hardwareman has proved that he is as well able to sell certain lines of goods suitable for presents as any merchant making a specialty of them. The handling of stoves, of nails, and of paints, does not unfit one for the handling of plated ware, silverware, cut glass or watches.

Besides the hardware store of to-day is a very different place from the store of yesterday, and the women folk, who are rapidly assuming the preponderance as buyers, have found that out. There is no fear now of a dress being spoiled through oil and paint lying around, or through dust upon stoves and counters. Everything is clean and orderly, while the floor space is not choked up with a miscellaneous selection of articles. The hardwareman has so extended his range of articles, that goods of the present-giving type cannot now be considered incongruous in his store. Customers go to the hardwareman for goods that at one time they would never think of associating with the place, and thus having pushed ahead so far, the dealer should carry on the development vigorously until the holiday trade becomes an important factor in his business.

Start in at Once.

In a Christmas trade campaign the great and essential point is not to leave preparations off until the last minute, when there is not only the possibility of being unable to get the goods required, but the danger of buying badly in the hurry. The Christmas trade is not one to be lightly entered into. Although the demand is well worth catering for, it must not be forgotten that the majority of the lines unsold become practically dead stock until the following year. The dealer should, therefore, give careful consideration to the extent and scope of his buying. He should likewise plan carefully all the details so that at the right time he can start in on a well developed line of campaign. The advertising should not be forgotten. Announce by notices in the window, in the interior of the store, by circulars and by advertisements in the paper, that every man, woman and child in the community—even those of the most fastidious tastes—will find something that will suit them in the coming great display. Impress upon the community that the early buyer will be the best satisfied, and allow, if so desired, the goods to remain in the store on the payment say of a small deposit.

Whatever is done should be done thoroughly. Make a big splash, and let the district understand that you mean to have their holiday custom. Excite curiosity as to what you are going to display, and then do not wait too long before you do it, or else someone may get ahead of you, and spoil the field.

S. O. Cowper-Coles, the well known authority and inventor of numerous electro-chemical processes, proposes to render silver non-tarnishable by depositing a very thin coating of an alloy of silver and cadmium upon it. This alloy is very white and does not tarnish. When rubbed off in the course of time, the silver is exposed underneath. The coating, however, is not conspicuous.

"Norway-Iron" is the purest form of iron known. It owes its purity to the fact that it is made from very pure ores and by smelting with charcoal. It usually contains about 99.80 per cent. of iron, the remainder being carbon, sulphur, silicon, phosphorus, manganese and slag.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

WHOLESALE ASSOCIATION OFFICERS.

The officers elected at the Canadian Wholesale Hardware Association convention in Toronto last week are as follows:

President—William Starke, Starke-Seybold, Ltd., Montreal.

Vice-President—D. H. Howden, D. H. Howden & Co., London.

Directors—A. Jeanotte, A. Jeanotte & Co., Montreal; W. J. Lawson, Rice Lewis & Son, Toronto; S. R. Kennedy, Kennedy Hardware Co., Toronto; J. G. Lewis, Lewis Bros., Montreal; A. Prudhomme, A. Prudholme & Fils, Montreal.

Secretary-Treasurer — James Hardy, Jenkins & Hardy, Toronto.

HAMILTON MANUFACTURERS SEND INVITATION.

The following letter has been received by Secretary Wrigley, of the Ontario Retail Hardware Association:

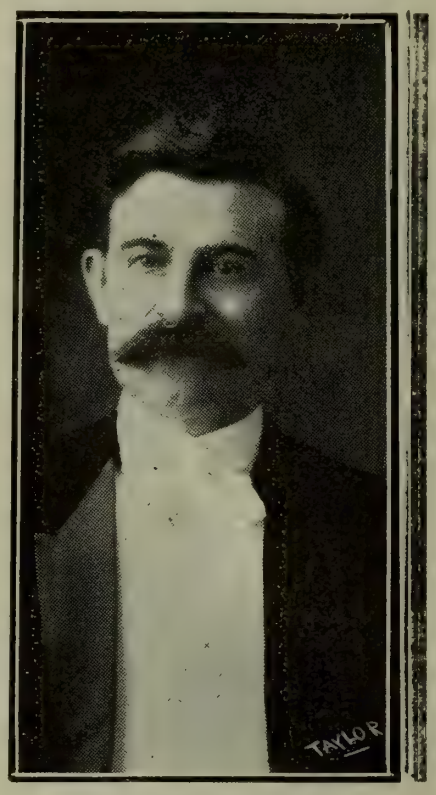
> Our Toronto representative, Mr. Knott, has communicated with us to the effect that the Retail Hardware dealers who will be present in our city in February next, at your convention, would like to visit our factory and see the method of manufacture of the goods they have handled of our make for so many years.
>
> Both our President, Mr. Birge, and the writer were present at the wholesale hardware dinner in Toronto on Thursday evening, and were very much interested in the speeches of Mr. Hambly, Mr. Cinnamon and your good self, with reference to the work you are doing and the good results that are being accomplished through your Association, and it would afford us very much pleasure to extend to the members of your Association an invitation to visit our works at their coming convention. Furthermore, if there is anything that we can do to make their visit to Hamilton profitable and interesting, we trust you will have no hesitation in communicating with that end in view.
>
> Yours very truly,
> CANADA SCREW COMPANY, LIMITED.
> F. H. Whitton, general Mgr.
> Hamilton, October 17, 1908.

COLLECTION LETTERS PAY.

"I am pleased to inform you," writes A. R. Dundas, Cobourg, in a letter to Secretary Wrigley, 10 Front Street East, Toronto, "that I find the Association form of collection letters the best I have ever tried, and I may also add that accounts which I have tried in every possible manner to collect have been finally settled, through using them. I have collected so far over $166, and every dollar can be traced to the Association form. I wish you every success and hope to meet you and the members in Hamilton at our next meeting."

ALBERTA ASSOCIATION'S PRESIDENT.

John Drewe, the President of the new Alberta Hardware Merchants' Association, is manager of the Calgary branch of the J. H. Ashdown Hardware Company, Winnipeg, having succeeded Mr. Lawrence, now manager of the Winnipeg retail store, in the fall of 1905. Previous to that time he had managed the Nelson branch of the Ashdown business, going to Nelson from the Winnipeg store in 1899. Mr. Drewe claim Paris, Ontario, as his boyhood home.



JOHN DREWE, Calgary.

RURAL MAIL DELIVERY.

One of the subjects referred to at the Wholesale Hardware Convention in Toronto last week was the growth of the mail-order trade in Canada and in the Western Provinces in particular. The suggestion was made (and taken up in a manner that ensures its adoption) that the wholesale and retail associations appoint a joint committee to oppose all legislation tending to change the channel of trade from its present course, from manufacturer to jobber, from jobber to retailer, and from retailer to consumer. As has been pointed out repeatedly in these columns this system has worked out for the general development of both the country communities and large cities, whereas a change in favor of a further growth of the catalogue would tend to centralize population more and more in the large cities and make life less liveable in the small villages and country districts.

Canadian hardwaremen have watched with interest the persistent fight put up by the catalogue houses in the States for a parcels post law, but so far the jobbers and retailers have been successful in keeping the movement in check. Here in Canada the mail-order houses not only attempted to secure a parcels post law, but they had a c.o.d. feature added to it. Fortunately, however, the Retail Hardware Association, with the assistance of Hardware and Metal, was able to secure a withdrawal of the proposal, though there is no telling when it will be brought to life again.

The forerunner of the parcels post agitation in the United States has been the rural mail delivery system, begun a few years ago on a $15,000 experimental appropriation, and now covering the country with a network of rural mail routes costing the country a deficit of about $27,000,000 each year. In Canada rural mail delivery is being begun in a similar way and it is reasonable to expect that as the rural mail routes grow the demand for a c.o.d. parcels post system will be more insistent on the part of the mail-order catalogue houses.

In this connection readers of Hardware and Metal will be interested in an address delivered by George Ross, superintendent of Post Offices for the Dominion, at the opening of the first rural route from Hamilton to Ancaster on October 10. It will be noted that Mr. Ross laid great emphasis upon the wonderful possibilities for mail packages and merchandise, and refers to the educational value of better postal facilities. When it is recalled that some time ago when the two-cent postal rate went into effect with Great Britain, Mr. Ross in a newspaper interview, emphasized the enormous saving the mail-order houses would make by the new arrangement.

The interests of the mail-order houses (and the big daily newspapers carrying departmental store ads) seem to be carefully looked after by the Post Office

authorities, and it will be well for retailers everywhere in Canada to watch further developments closely. If their interests are to be conserved it is only by their own support of the trade newspapers which are educating the country merchants to modern business methods and the trade associations organized to protect the retail from unfavorable legislation.

First Rural Route Opened.

Mr. Ross, in his address, said:

"A rural delivery service is naturally very popular, and the reason of its popularity is not far to seek. It practically brings the post almost directly to the doors of a great mass of people living in the settled rural districts, who, instead of going or sending considerable distances to the post office for their correspondence, as they are now required to do, may have it delivered either at their very doors or within a short distance of them. It enables the farmer to get his letters, newspapers and periodicals regularly; to be constantly informed of the prevailing market prices generally, and to consequently dispose of his farm products to the best advantage, and at the same time provides him with a means of mailing his correspondence with the greatest possible convenience.

"Too much stress cannot be placed on the prompt and regular delivery not only of letters, but of newspapers and periodicals of a proper kind, which, besides circulating news items and articles of general information, provide the rural classes with a means of education. Among the many publications of special value to the residents of our rural districts I may perhaps be permitted to direct attention to farm bulletins and the valuable reports issued by the Dominion and Provincial Governments bearing on questions deeply interesting and instructive to the agricultural classes.

"The plan that commended itself to the Hon. Mr. Lemieux for the immediate extension of the postal service given in our rural communities was that of extending and improving the facilities afforded by the present rural mail routes. A rural mail delivery is in this way being inaugurated which, being the outgrowth of our present postal system, admits of proper regulation from the moment of its inception, and at the same time renders possible a vastly improved service with almost unlimited opportunities for further extensions. I am under instructions from the Postmaster-General to institute a service similar to the one which is being placed in commission to-day between Ancaster and Hamilton on every existing stage route in Canada, and the organization will proceed until this has been accomplished.

"I may here observe that the mail contractors on our stage routes are faithful carriers, public servants, impartial officers of the Government, and, besides handling the mail, many of them provide inestimable convenience and accommodation to the people of the rural districts. If we bear in mind the number of errands, missions, articles of correspondence, mail packages and merchandise in general to be transported in and out between town and country throughout this vast Dominion of ours, this Canada of which we are all so justly proud, we have an impressive picture of the wonderful possibilities from educational, commercial, social and other points of view of our rural mail service.

"I now declare on behalf of the Postmaster-General of Canada the rural mail route between Ancaster and Hamilton as officially in operation for the delivery and collection of mail, and in doing so I will now deposit in the rural mail box (which is officially known as the King Edward) my report to the Hon. Rodolphe Lemieux."

While cheers for Mr. Lemieux were ringing out, Captain Ecclestone came along in his red wagon and collected the letters, taking them on to Ancaster post office and calling at the other boxes en route.

"WHOLESALE CONVENTION ECHOES."

During the past ten years the following have held the position of President of the Canadian Wholesale Hardware Association:—1899, William Vallance; 1900, T. H. Newman; 1901, Peleg Howland; 1902, W. Starke; 1903, T. B. Lee; 1904, F. O. Lewis; 1905, C. A. Whitwam; 1906, William Vallance; 1907, T. H. Newman; 1908, T. G. Dexter.

"The American Wholesale Hardware Association is builded on the principle of encouraging good fellowship among all branches of the trade and of getting a decent livelihood—although the secretaries hardly get that," said Mr. Fernley. "Look at the shadows cast by Mr. Fernley and Mr. Hardy," said H. S. Leonard, "and you will come to the conclusion that they get plenty to eat and drink."

"There's a good thing in not being ashamed of the company you are in," said D. Cinnamon, Lindsay, when called upon to speak.

The coming convention of the Retail Hardware Association to be held at Hamilton next February was given a big boost at the banquet. "Hamilton is a good place to go to see hardware made," said one speaker.

"The depression is over," wrote J. E. Farrell, President of the U.S. Steel Products Export Co., when telegraphing his regrets from New York.

If all the hardware men who are candidates for election to Parliament are successful there should be a good many friends in the next House for retailers to look to to oppose such unfavorable legislation as the parcels post c.o.d. if the proposal is resurrected. Altogether there are nearly a dozen hardware manufacturers, jobbers and retailers in the field for election.

Prospective members of Parliament who were so busy electioneering that they could not attend the banquet included A. E. Kemp, M.P., Toronto, Lloyd Harris, Brantford Screw Co., Brantford; Hon. James Stratton, Peterboro' Lock Co., Peterboro'; Major J. A. Currie, Imperial Steel & Wire Co., Collingwood, and Thomas Birkett, Ottawa.

Many had to be introduced to William Vallance, the barber had so changed his appearance.

Secretary Hardy's boss, Sam. Frame, was master of ceremonies.

Letters of regret were read from Joseph E. Lemieux, N. Lemieux & Fils, Quebec; F. O. Lewis, Lewis Bros., Montreal; C. W. Asbury, President American Hardware Manufacturers' Association, Philadelphia; Wm. McMaster, Montreal Rolling Mills, Montreal; A. W. Stanley, Stanley Rule & Level Co., New Britain, Conn., and others.

Secretary Hardy made a good chaperon for the lively spirits at the foot of the table.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Retail Furnace Advertising.

A neat little booklet, with a green, red and black cover, and bearing the above title, is being circulated among the trade by McClary's, London. As its name indicates, the booklet is compiled for the purpose of assisting hardwaremen and others handling furnaces in preparing ads. for the press. Some valuable hints are given respecting advertising in general; the best mediums in which ads. should be placed; selection of type, and preparation of copy, showing how to emphasize the principal points. A number of catchy headings for a furnace ad. is suggested, and some sample ads., embodying all the salient features noted above are given. A series of illustrations to accompany such ad., and some proofs of electros which are ads. in themselves are also shown.

Fishing Tackle.

Hardwaremen who handle sporting goods, and especially fishing tackle, will be interested in looking through the first illustrated catalogue issued by the E. A. Pflueger Co., Akron, Ohio. Early in the present year Mr. Pflueger left the employ of the Enterprise Co., of Akron, and organized a company for the exclusive manufacture of goods wanted by all followers of Isaak Walton. The 1908-09 catalogue gives prices, illustrations and minute descriptions of all the lines made by the concern, and many of them are quite novel, not only to amateur fishermen, but to professional nimrods. Hooks of all shapes and sizes are shown, as well as bait, lines, flies, spoons, insects, weights, trolling outfits, spinners, sinkers, floats, etc., from the most ordinary to the latest electric devices for the use of the gentleman of leisure. The catalogue is well worth perusal by all interested.

C. A. Lillesburg, formerly of Vancouver, has just completed the erection of a new sawmill near Kitsumkalum and reports everything running well. It is the only sawmill on the Skeena River above tide-water. Mr. Lillesburg has a contract with the Grand Trunk Pacific, and expects to have his sawmill running steadily throughout the winter cutting ties for the railway company.

HARDWARE AND METAL

Established - - - 1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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MONTREAL - - - - - 232 McGill Stree Telephone Main 125

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WINNIPEG - - - 511 Union Bank Building Telephone 3726

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ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00

Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

MANY ELEMENTS IN SUCCESS.

If every hardwareman realized the value of the advice contained in the old maxim "a place for everything and everything in its place," and put the precept into practice, a great difference would be made in the selling power of many stores throughout the country. Success in business does not hang upon one prominent commercial attribute alone. The perception that buys stock at the right time and in the right quantity; the genius for salesmanship that often forces a sale; the faculty for figures that rigidly accounts for every cent involved; the talent for organization that conducts everything on the most systematic lines; individually employed cannot bring success to a business. The merchant who depends upon the one commercial quality alone, will find the non-employment of the others counteracting the advantages of the predominant force.

Of course it is not essential to success that a man should possess equal powers in all these four great business assets. If so we are afraid that success would only attend the few. But it is essential, if full measure of profit is to be derived from a merchant's labors that although he may be a better salesman than buyer, a better accountant than organizer, he should not minimize the value of the points on which he is weak, and is, therefore, inclined to underrate.

Probably of these four factors which are so important, the one of system is most commonly neglected, especially in the country and suburban districts. This is largely due to the conservatism that dies harder in quiet centres than in more busy ones. It may be that the merchant's father kept his stock in a mixed up fashion, and the son therefore never thinks that an alteration is necessary; while in other cases the absence of keen competition, or the lack of pointers that an observant man in busy centres can glean from the various businesses around them, fails to impress upon the merchant the benefit of system.

If dealers who pay little heed to the neatness of their store realized the extent to which they were retarding their progress by the confusion of their stock, they would assuredly lose no time in putting things in order. The very appearance of a store will tell whether system is employed there or not. The merchant, familiarised with the look of the place, will not observe anything wrong, but the customer, who has probably visited other stores, is bound to make disparaging observations. The business run on system and method is clean and prosperous looking, the other one is just the reverse. In the former everything is in its place, there is no delay when certain articles are wanted; in the latter the goods are so mixed up and confused that the dealer himself is often in difficulties in finding what he wants. Customers like to be served promptly. They naturally object to wait while certain articles are unearthed from under a pile of miscellaneous goods. Besides, in the confusion the dealer is often unable to tell whether he has the article wanted in stock or not. All these petty delays and annoyances tell their inevitable tale in the long run. Customers refuse to be subjected to them, and a dealer, although he may be a good salesman across the counter; have a keen judgment in buying his goods; finds in the end to his astonishment that his store is losing trade, while his competitor, who may not possess half his ability, is reaping the benefit.

THE COPPER PROBLEM.

While the production of copper goes merrily on, as if the present price of the metal was an alluring bait which could not be resisted, the consumption in the States steadily remains stagnant. Day after day with wearisome monotony the market is reported "dull" or "unchanged," until the whole situation becomes exceedingly perplexing and full of grave portent. As a matter of fact much more copper is being used than the market is credited with, but still undoubtedly the consumption has been, and is, very poor, much poorer, comparatively speaking, than the Canadian one. In the face of this condition, therefore, the continuance of practically full production points to the unnecessary incurring of a very grave danger to the stability of the metal.

It is true that up to now the European demand has saved the situation. Month after month a congestion has been saved by the steady exportation of copper, until the figures of the transactions amount to tremendous proportions—and this during a time when it cannot be said that the European industrial situation has been in any way unusually active. From the commencement of the year up to the end of September it is estimated that the purchases for European account amounted to 226,995 tons against 127,775 tons in the same period last year. For the past twelve months the exportations have been equal to more than 81 per cent. of the production in the States. By these figures it can be seen how tremendous has been the exportation, how it has relieved the situation in the States and helped producers and sellers to maintain the steady prices which have prevailed in the New York market despite poor domestic consumption.

But while shipload after shipload has been going acros the Atlantic and buyers over the other side show even now great readiness to negotiate for further large quantities—the question has become more and more vital as to how much of this metal has been consumed, and how much is being held for unloading at the right moment presuming the speculators can stay until the right moment. Most of the exportation has gone to continental ports, for which no figures of stock are available and there is therefore an ignorance, which in itself has anything but a reassuring tendency of the exact quantity now being held for reselling. It would relieve the tension somewhat to have an idea of the extent of the stock. We should know what sort of an avalanche to expect. Certain it is that European consumption can not have taken so much of the bulk exported that the amount of the remainder and the disposal thereof could be matters of indifference at the present state of the copper market or even at any state.

American producers and holders have been buoyed up by an extreme faith in the copper situation. They have been expecting a strong consuming demand to break in at any moment for months past, and in that expectation they have resolutely held aloof from the

market. They have not tried to force sales by any undue cutting, and so far as it goes this has helped copper immensely. It is as certain, as the night follows the day, that some time or other a great and far-reaching demand will set in which will recoup those who have been producing copper all the year providing they can hold out for this break-in of consumption. But here is where the great danger lies: Can this holding position be indefinitely maintained in the face of the dull conditions that from day to day exist, and show little prospect of immediate improvement. Even the termination of the elections may not have the reviving effect to which many pin their faith.

Probably American producers can hold their position unless anything untoward happens. But are the European speculators, who are playing the same game, equally secure? The anxiety which has been created in copper circles over the present political situation in Europe shows that there is grave doubt as to the foreign holdings. If financial demoralization follows any peculiar phase of the Bulgarian imbroglio, it is highly probable that large portions of the stock of copper held in Europe would be forced for sale, besides stopping further exportation, a condition of affairs which would be most disastrous to the recovery of copper.

Here, then, is the danger which menaces copper: If holders both in America and Europe can carry their metal until a strong demand and higher prices can bear the unloading with little difficulty then the situation is fairly safe. If the demands hold off until the hands of the speculators are forced, either through sheer inability to carry the stocks any longer, or through some crisis similar to the Bulgarian one, then the situation is grave indeed. The fate of copper certainly seems to hang in the balance for the time being.

THE HANDLING OF ENCLOSURES.

The problem of handling enclosures has reached such an acute stage in New York that one of the big stationery houses has been led to take a somewhat drastic measure to relieve the situation. The forwarding of enclosures has become more and more burdensome and expensive, some of the larger firms being constantly imposed upon, and it is only fair that those who ask (demand) the favor of enclosing packages with larger shipments should bear their share of the cost. The plan of Boorum & Pease Company, referred to above, is outlined in the following circular, and it will be noted that the slight charge made includes boxing and cartage:

"The enclosure business with us has grown to such an extent that it is impossible to handle it with our present force. We, therefore, have decided to add sufficient help to properly care for this work, and beg to announce to the trade that on and after September 1 we will be prepared to receive in our shipping department all enclosures that any of our friends want to have forwarded to us, giving proper receipt for same.

"We will arrange to forward these packages in good order, subject, of course, to the regular transportation risks. For this work we propose to make a nominal charge, which, for the present, will be as follows: Packages about size 8x10, 5 cents; packages about size 10x15, 10 cents; packages about size 15x25, 15 cents; and larger packages 25 cents and up, according to size, weight, etc. This will include boxing, cartage, etc.

"If after closely following the cost of handling these enclosures for a given period, it is found that these charges are too high or too low, we will change accordingly, as it is not our intention to make this department a source of profit, but simply an accommodation to the trade, insuring more prompt and careful deliveries than we have heretofore been able to give."

WIRE SCREENS IN ENGLAND.

Wire screens, which have never been used to any extent in Great Britain, may be in demand next summer as a result of an invvestigation being made by Government authorities into the subject of flies as carriers of disease.

If this investigation shows, as it has shown elsewhere, that flies are dangerous carriers of disease, the publication of the report should help the people of the United Kingdom to realize the importance of protection against them by screens, and should make the introduction of wire screens next summer in the United Kingdom an opportunity that should not be neglected by Canadian manufacturers.

The sale of wire screens can not be successfully undertaken in Great Britain unless agents are selected who know the people and their customs, and who are able to demonstrate the real utility of the screens. At the same time it should be clearly understood that any company undertaking to sell wire screening in the United Kingdom can not expect immediate profitable results, and it should regard the expense of entering the British market as an investment of capital upon which return later can be expected. In view of the fact that the United Kingdom is such a distributing point for the rest of the world, the establishment of an agency in London should make it easier to sell wire screens to those countries which are accustomed to look to the United Kingdom for many of their requirements.

A FORCE IN THE BUSINESS WORLD

The trade paper is the medium that introduces the new things to the retailer who serves the interests of the consumer, and in this way is the greatest commercial force known. An order from one retailer is worth many orders from individual consumers. The dealer buys in quantities and sells single pieces, thus advertising through a trade paper; while it does not produce numerically as many returns as general advertising, each individual order represents a quantity and steady buying, whereas the average consumer ordering goods through a magazine advertisement orders once and never again. Every retailer represents on an average 300 consumers, so it will be easily seen that business secured through a trade paper is the most profitable, most extensive and most to be desired of any.

The trade paper is the best booster that the salesman of to-day possesses. No matter whether a man is on the street, or on the road, or behind the counter, the trade paper is working for him night and day. It is inspirational and is a medium of expression for his views and for the interchange of ideas. It helps the road man because it introduces his goods to the prospective buyer before the salesman gets to him. In this way it lessens his task and prepares the way. It keeps the retailer posted and abreast of the times so that the salesman has less trouble in finding a middle ground on which to meet him. It boosts the men who do things and helps them both with their employers and their customers.

It is the great force that puts the new ideas, the new things, the new thoughts before the retailer, jobber or manufacturer in condensed and crystallized form and which has built up this great fraternity of men engaged in manufacturing, jobbing, selling or retailing. It is the cement that holds the business structure together, and every man in business should be a booster for trade papers in his line. A salesman cannot go into a retailer's place of business anywhere without finding some trade paper, and everybody should take advantage of this and use it for all it is worth. The trade paper of to-day is the greatest force in the entire commercial world.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Tin—Unchanged.
Copper—Steady.
Lead—Firmer.
Spelter—Same quotations.
Pig Iron—No change.

Toronto.

Copper—Active.
Sheets—Low stocks.
Iron—Renewing life.
Turpentine—Unchanged.
Linseed Oil—Shading.

MONTREAL HARDWARE MARKETS.

Montreal, Oct. 21.—A brisker tone to trade is again noticed, although the elections are still being blamed for interfering with the volume of business that should be going through. The city trade seems to have kept up well, but the country demand has sagged a little. Probably the farmers are keener politicians. The winter lines are now going out in steady progression. Horse blankets, stall fixtures and sleigh bells are all in good request, while the colder weather has stimulated the call for snow shovels, sleigh bells, weather strips and heating accessories.

Reports from travelers continue to be most hopeful. There is little tendency to break away from the light buying of the year, but there is no stagnation. Lots of things are wanted, but all for immediate delivery. Great confidence exists in the Northwest as to the trend of affairs, but the time apparently is not ripe yet for a strong buying movement on the part of the dealers. The consuming demand is showing stimulation week after week, and there will be a strong movement to it when it does break in property. Cutlery is showing up well, and it is evident that hardwaremen are preparing to make a strong bid for the holiday trade. Plated ware, cut glass, safety razors, whisk broom-holders, bathroom sets, manicure sets, are all commencing to move. Orders are fairly well divided as to immediate and future delivery, but it is well to impress upon the dealer that he should order early if he wants to make sure of his goods.

Of the general lines, hardware supplies are moving somewhat quietly, but lumbermen's supplies are better. Repeat orders for sporting goods are in strong evidence, and stoves and ranges are going along splendidly. Railroad supplies are quiet, but enamelware shows distinct improvement. Prices are firm and unchanged. The general tone of the market is good.

BUILDERS' HARDWARE—The demand is somewhat on the quiet side, although fair business has been done. The run on high-class trimmings still continues and manufacturers are catering well for this demand. There is no doubt as to the ornamental qualities of good builders' hardware, and landlords have realized the fact. Registrations locally for the past few weeks indicate more active conditions in realty than for perhaps any other period during the year. This looks decidedly promising for the future call in builders' hardware. Prices on all lines are unchanged.

SPORTING GOODS—Repeat orders in guns and ammunition are prominent and the season promises to end most satisfactorily. Skates are in strong demand as well as skate straps. Hockey sticks, snowshoes and toboggans are showing better strength. Football requisites are now slow, but indoor amusements, such as basketball and gymnastic supplies, are in better request.

WINTER LINES—The more seasonable weather has stimulated the movement of stall fixtures, horse blankets, snowshovels, weather strips, sleigh heaters and sleigh bells, all for prompt delivery. In none of these lines are dealers' stocks heavy, so that repeat orders should soon be coming along. Lamp burners and other lighting goods are showing fair strength in sorting-up orders.

STOVES AND RANGES—These lines are now in strong demand, and the season promises to be a very satisfactory one. Dealers report trade as good, with plenty of customers "nibbling." Oil heaters and cookers are also in strong demand. Heating accessories, such as coal hods, pokers, ash sifters are showing better strength for immediate delivery, and evidence that many householders have already started fires.

HOUSEHOLD UTENSILS — Household utensils are brisker again, especially locally. The country demand seems to have fallen off a little. Carpet sweepers and asbestos sad irons continue to be strong lines. Food choppers, bread mixers and general tinware are moving in better volume.

RAILROAD SUPPLIES—The demand for railroad supplies is on the quiet side. Sorting up orders in hammers, blasting powder and picks are still in evidence, but the closing of so much construction work is telling its tale.

BOLTS AND NUTS—The market is very firm under a fair demand. Stocks generally must be light judging from the number of repeat orders. Nails are in steady call at unchanged prices.

LUMBERMEN'S SUPPLIES — The demand for lumbermen's supplies seems to be opening out somewhat, and fuller orders for axes, axe handles, and boot calks have come in.

ENAMELWARE—The demand has certainly improved from all quarters. The Northwest continues to show better strength in general assortment orders. Prices are firm and unchanged.

CUTLERY—This line is showing good strength, orders for carvers and case cutlery improving every day. It is evident that some dealers are already preparing for a strong holiday trade. Plated ware is also moving well.

SCREWS — The demand continues very good in all sizes. Discounts are maintained at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

Toronto, Oct. 23.—Trade continues quite brisk although chiefly of a sorting character. Bookings have been much lighter than in other seasons and dealers continue to buy cautiously for present requirements. This is considered satisfactory by jobbers as they have no desire to see their customers overstock. In holiday goods, such as cutlery and silverware, however, jobbers' stocks are light and dealers who hold off buying until they want to display the goods are likely to have to wait for their goods or accept substitute lines.

Travelers' reports for winter business are hopeful and collections show an improvement. Delay in turning the western wheat crop into money is being commented on unfavorably but great confidence is felt regarding the outlook in the Western Provinces. Lumbering in British Columbia is improving but the retail trade in Northern Ontario will suffer from the inactivity in the Ontario lumber camps this winter. Bad forest fires may also affect their volume of business.

BUILDERS' HARDWARE—Business is not so brisk but there is still a call for some finishing lines, such as glass and putty, hinges, lock sets, etc. Farmers, too, are fixing up their barns and barn door hinges and track is a fair seller. Nails, roofing paper and other supplies are having a seasonable demand.

SPORTING GOODS—Shooting goods are selling quite freely and trade will continue good until on into November. Skates and sleds, hockey sticks and snowshoes are being stocked by retailers in preparation for the cold weather and holiday trade. Gymnasium supplies and

football goods also help to make this branch of trade make a good showing.

HOLIDAY LINES—Cutlery and plated ware are being ordered in good quantities by dealers who want to make certain of having a well selected stock and be prepared for early Christmas buyers. Jobbers, with a reluctance on the part of retailers to book, did not stock up very heavily and late buyers are likely to go short in the heavy sorting business to be done during the coming month. Some, of course, will have to wait for delayed shipments while others will find short lines filled in with substitutes. Carving sets and flat ware seem to be in the greatest demand.

WINTER GOODS—The low stocks of shovels in retailers' hands carried over from last season has been responsible for a large trade in snow shovels this fall. Stocks of horse blankets are feeling the effect of a heavy demand and jobbers are re-ordering. Stable fittings, cow ties, weather strips and similar lines are all in brisk demand.

HEATING AND LIGHTING GOODS—Lanterns, lamp burners and gas fixtures are still selling freely. The stove trade has been hurt somewhat by mild weather but the season so far has shown a fair average. Coal hods, enamelware, shovels, stove pipe and other miscellaneous lines are in fair demand.

HEAVY GOODS—Chain is feeling the effect of a poor lumbering season, as are also canthooks, axes, handles, saws and other lines. Bolts and nuts, along with screws, are in fair demand while bar iron is selling seasonably. Railroad and prospectors' supplies are in fair demand.

MONTREAL METAL MARKETS

Montreal, Oct. 23.—Very good business has been done during the week in all metals. Although the small jobbing man is not buying in any heavier quantities, preferring to get his orders before he buys his metal, the larger users, who make for stock, are placing heavier contracts for winter needs. There is decidedly less disposition to take chances on the future prices of metal, which is a very healthy sign. The nearing close of navigation is also helping to stimulate business all the way round. Owing to the lightness of stocks held, both by users and wholesalers, the markets are in a very sensitive condition. The slightest increase in demand is felt at once right through from the user to the first hand, so that there is no difficulty in gauging conditions. When jobbers hold heavy stocks the rise or fall in the consumption is not so quickly felt upon the markets.

Prices are the same as they were last week. Tin has been firm, being perhaps the best seller, although, as we have said, all metals have done well. Copper is still shaded for fair-sized lots, but the general price obtaining is not all weak. Imported iron is not so scarce as it was, although there is far from being an abundance on the market. Lead is firm with a tendency to advance. Spelter is about the same as last week. Altogether the tone of the markets is firm and promising.

Tin in the primary markets fluctuates from day to day, owing to the manipulation going on, but the tone is much stronger since the recovery from the break caused by the Balkan scare. Copper is being held steadily, there being no eagerness to undertake commitments for next year. In fact, copper does not seem easy to obtain at present quoted prices, even for prompt shipment. The United States Government have lately purchased through tender 2,000 000 lbs. of copper at 13½c. Considering dull conditions of consumption this can be considered a very fair price, and certainly shows the metal to be stronger than some make out. Lead keeps firm in the English market, and so does spelter. Pig iron is sagging in the Old Country but this can only be expected after the marvellous way the markets have kept up during the year. The steel industry is, however, maintaining strength. Conditions in the United States steel and iron trades are quiet and everything seems to be waiting for the elections. Altogether the general metal situation does not show any advance in strength from last week.

PIG IRON—Good orders continue to be booked locally at unchanged prices. There is more imported pig iron on the market than there was, although now the supply is not very great. Most large consumers have already arranged for their winter requirements, some of this being now in the course of distribution. Canadian furnaces are busy, although prices are being cut rather extensively. Quotations are $1 or more below that at which imported iron can be bought and delivered. Most of the foreign metal coming in is being ordered for mixing purposes. We continue to quote: Middlesboro No. 3, $18.50 to $19; Summerlee No. 2, $20 for carload lots, shaded 25c for 100 tons or over.

The English pig iron market is weaker, Cleveland warrants being quoted at 48s 1d. It is only natural that signs of weakness should appear after the long run of high figures which have obtained. The fact that exportations to Germany—a strong feature of the trade this year—may be affected in 1909, also probably has a tendency to depress the market. The great combination of pig iron makers in Germany will be dissolved on the 1st of January, and this will in all probability result in severe cutting by individual concerns. Prices will go to a level which will prevent the importation of English iron. Steel prices continue to reflect the better conditions noted last week. The markets in the States are very quiet. Inquiries for deliveries covering the 1st and 2nd quarters of the coming year, are very fair, but makers are hesitating to name figures, preferring to wait in anticipation of better market conditions and higher prices later on. The steel market is quiet and light.

TIN—The demand has been very satisfactory considering conditions. Orders are inclined to be heavier, and it is evident that many users are waking up to the proximity of winter, and heavier freights. The market is firm, and steady the jobbing price of 32½c being generally obtained. The English market has been fluctuating, but, on the whole, the feeling is a firm one. The market, apparently, has a tendency to advance on ordinary trading, but is being thrown back by the occasional unloading of those speculators who are compelled to liquidate. Stocks in London are large, but generally are held in strong hands. The United States demand is about the same. The Steel Corporation is operating about twenty more tin mills, but the total of the mills in operation is small.

COPPER—Business has shown good strength this week, while inquiries are well in evidence. The market, if anything, is a little firmer than last week, but shading is still noticed on other than the small jobbing lots which are still held at 14½c. The New York market continues steady and unchanged. Consumption is very quiet, but there is no disposition to force sales. Great interest has been taken in the tendering for the United States Government contract of 2,000,000 pounds, which went at 13½c. Some authorities have characterized this price as too low for Lake and Electrolytic, but considering the dullness in consumption, and that copper for exportation is going at a low figure, the price is very fair. The English market after holding firmly in face of political anxieties and poor trade has shown signs of weakness again.

SPELTER—Spelter is being firmly held, both at St. Louis and London. Consumption is generally better for the time being, especially in the galvanizing trade, and the accumulated stocks are being reduced steadily. Locally business shows improvement, and in consequence the local quotation of $5.25 is firmly held. Inquiries are likewise promising.

LEAD—Lead is showing good strength in the London market in contrast to New York where the trust has made another reduction to meet competition. The metal has been looking in very healthy condition in England, and this has been reflected on the local market. Here business is very good, and as a result the market is firm at $3.60 for imported pig, with a tendency to advance.

OLD METALS—There is no change to note. The demand is on the quiet side with stocks fairly heavy. We quote:—Heavy copper and wire, 11c; light copper, 10½c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $12; No. 2 cast, $9.

TORONTO METAL MARKETS.

Toronto, Oct. 23.—Slightly improved over last week is the business being done at present. Copper is making the best showing. It went almost flat in London a week ago, but firmed up again at the commencement of this week. New York, too, experienced in a less degree the conditions prevailing in London. Outside points, including Toronto, are now trying to buy copper in New York. A number of sales for future delivery have been made locally at present quotations but jobbers do not care to do much of this kind of business unless they have stocks on hand or in sight.

Sheets continue scarce, especially galvanized lines. Iron is awakening slowly and present orders are fairly satisfactory. Some good local sales of scrap have been made. Probably the best feature, however, taking the whole range of iron and steel lines throughout America, is the fact that future orders are being placed for delivery as far

ahead as the second quarter of 1909. The elections in Canada and the United States are given as an excuse by some manufacturers for waiting before placing orders, but it is believed that this is but an excuse to hold off buying and keep out of the market for a while.

The Canadian railroad situation is improving and it is understood that the roads will be fairly busy from this time on. The signs point to an upward movement in trade and metals are firming up in a healthy manner. This is causing the companies to buy less reservedly. The G.T.P. contemplate building branch lines and feeders in the West and this should induce further buying of rails. There is a report abroad that steel rods went up a week ago in the United States. Some other lines which had been in active demand also advanced a little.

PIG IRON—Production continues to show an increase and is approaching the record figures. The trade, however, is marking time awaiting the elections. Prices are at the old figures and cutting does not appear to be so prevalent as a short time ago. In steel lines Canada has bought some 8,000 tons of structural material recently in Pennsylvania.

COPPER—Active at unchanged quotations, 14c to 14½c still holding good. There was a slump in the primaries a week ago but for some days now a reaction is setting in and quite a firmer tone is noted. Copper has been the principal metal of the week. Some few futures have been sold, but more orders for future delivery could be placed if jobbers would accept them. Not having the stocks on hand, however, these latter do not care to handle but for present use.

TIN—Fairly active at unchanged prices is this metal. Trading is none too brisk. Bolivia is now mining and hopes to be placing some tin on the market in a short time. Quotations are yet at from $32 to $34.

LEAD—Practically in the same position as a week ago is lead. Price figures are unchanged. Stocks continue low, but the metal is in a healthy state.

SPELTER—Production is fairly high, taking into consideration the fact that trade has been passing through a strenuous period. Prices continue low and at the same figures as a week ago.

SHEETS AND PLATES—Active and second only in sales to copper. Galvanized sheets are still scarce. This line may not continue to be the feature it is now when the cold weather sets in, but jobbers are satisfied with the season's business.

OLD MATERIALS—Wrought iron and zinc have produced some trading. Inquiries in other lines presage well for business later on. Zinc is up a quarter of a cent and rubber, too, has advanced by the same fraction. Heavy copper and wire are 11c; light copper, 9¾c; heavy red brass, 10c; heavy yellow brass 8½c; light brass, 6c; heavy lead, 2¾c; zinc, 3¼c; No. 1 wrought iron, $9; stove iron, $10.50; machinery cast iron, $13.50; rubber, 7¼c.

U. S. IRON TRADE.

Cleveland, O., Oct. 22.—The Iron Trade Review says: The Chicago, Milwaukee & St. Paul Railroad has ordered the building of another lot of 2,500 cars, and has placed the order for the steel underframes, trucks and bolsters with the Bettendorf Axle Co. This brings the total up to 7,500 cars ordered within the last month. For this last order, 10,000 tons of shapes will be required. The Chicago & Northwestern has issued its drawings, and is asking figures on 24,000 tons of steel for its terminal track elevation. This, with other structural tonnage pending, foots up a total of 65,000 tons of structural steel that will be let at Chicago before the end of the year—probably within five days. The buying of equipment by the railroads also continues. The Illinois Central road has released for prompt shipment 25,000 tons of rails, which it has under contract with the leading interest. Some of the foundries making railroad castings report October as a banner month, and coke sales to foundries are reported almost 90 per cent. of normal, while investigation shows that the average stock of coke in the founders' yard is 57 tons, indicating that consumption is considerably heavier than generally supposed. Steel bar specifications during October have been much heavier than in September. Current sales of pig iron are comparatively light, because most of the melters are well covered for the remainder of the year, and are awaiting the results of the election before providing for their next year's needs. Whether or not the importance of the election is being exaggerated by manufacturers, it is certainly true that any business projects are, in the present belief of the projectors, contingent upon its results.

HARDWARE TRADE GOSSIP.

Ontario.

J. L. Vokes, who a short time ago resigned from the Vokes Hardware Co., has returned from a holiday trip to England and this week opened up a builders' hardware store at 97 Yonge St., Toronto.

Quebec.

A. Gilmour, of Waterloo, has been visiting Montreal.

R. J. McKelvey, Jr., of Kingston, Ont., has been visiting hardware circles in Montreal.

George R. Fairbanks, of the Arnold Safety Razor Co., New York, has been visiting Montreal.

G. A. and Mrs. Ledgerwood have been spending their honeymoon in Montreal. Mrs. Ledgerwood was formerly Miss A. N. Ryan, daughter of J. E. Ryan, of Mackie & Ryan, Pembroke, Ont. Mr. Ledgerwood is purchasing agent for the firm.

J. Ross McLernon, manager for John Round & Son, silversmiths, Montreal, was married this week to Miss Edith Acer, daughter of Mrs. C. M. Acer, at St. George's church, Montreal, by the Rev. J. Macpherson Almond. The bride was given away by her brother, John Acer, of Grand Mere. The honeymoon is being spent in New York and other places.

Western Canada.

The use of Canadian cement in Spokane, under recommendation of the city engineers, is the first case on record of an export order coming to Canada, and the Dominion makers look forward to a growth of this trade. The cement in question is that manufactured at Exshaw, Alta., by the Western Canada Cement & Coal Co., of Ottawa, and is for use in Spokane city bridges.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Fireplace Fittings.

J. R. Myers, Stratford, Ont., writes: Kindly give me the names of manufacturers of fire irons and fenders, for coal grates.

The Canada Plate and Window Glass Co., Richmond St. east, Toronto, and the Beaver Lock Works, 117 Bay St., Toronto, make fire irons and T. G. Rice, 128 King St. west, Toronto, makes wire fenders.—Editor.

Wood Mantles.

J. S. Mitchell & Co., Sherbrooke, Que., ask for the name of a maker of wood fireplace mantles who advertised in Hardware and Metal some time ago.

The Barton Netting Company, Windsor, Ont., are the manufacturers.—Editor.

FORMER CANADIAN'S GENEROSITY

J. S. Kennedy, who began life in the iron business in his father's works at Glasgow, later coming to Canada in 1850 as the agent of William Bird & Co., Glasgow, and who has been a resident of New York since 1857, has donated $1,000,000 to the Presbyterian Hospital in New York, of which he is president.

Mr. Kennedy, besides being connected with the Canadian Pacific, New Brunswick and other railways, was a successful banker. His gift of $1,000,000 is in commemoration of the fiftieth anniversary of his marriage. Mr. Kennedy now devotes most of his time to philanthropic work. The business of J. S. Kennedy & Co., New York, which he founded, he handed over to his junior partners in 1883. These partners include J. Kennedy Tod, a nephew of Mr. Kennedy, and one of the sons of the late Lord Iddesleigh, who, as Sir Stafford Northcote, was once Chancellor of the Exchequer in Great Britain.

A library will be erected in Fergus at a cost of $6,000, which will be furnished by Andrew Carnegie on the usual terms.

Trade News From Atlantic to Pacific

Maritime Provinces

English Powder Manufacturers Purchase Halifax Powder Works and Will Enlarge the Plant.

HALIFAX.

October 19.—An important deal has just been put through whereby Nobel's, the great English powder manufacturers, have purchased the Acadia Powder Company's plant at Waverley, N.S., of which J. Walter Adison has been president since the death of T. R. Gue. The Nobels are among the largest manufacturers of explosives in the world, and they have been induced to invest in works in Canada. It is likely that the powder works at Waverley will be operated on an enlarged scale in consequence of the change. Every week the Furness line steamers from London bring out large quantities of explosives for Glace Bay and the collieries in Cape Breton. These could be manufactured at Waverley, as well as in England, and the British manufacturers may do this. The works at Waverley are very extensive and are ideally situated. They are on the border of a lake, some distance back in the woods. The buildings are separate from one another, so that in case of an explosion only one mill would be destroyed.

The plumbing and heating business in Charlottetown, P.E.I., is now booming. The firm of Bruce, Stewart & Co., of that city, have the following contracts on hand: Boiler and engine for the new Examiner office. instalation of extensive heating apparatus in the Charlottetown Hospital, heating the Court House, heating the residences of W. B. Robertson, Edward Holman and Rev. E. J. McDonald, putting in a smoke stack in the post office 94 feet high and 2 feet in diameter, heating and plumbing the new Bank of Montreal, and heating the Provincial Infirmary at Falconwood.

At the quarterly meeting of the Charlottetown Board of Trade, President Patton, who has just returned from a six months' European tour, gave an interesting address on business conditions in foreign countries. The warehouses are filled with goods waiting for customers, and there appeared to be a general depression as compared with what he saw on former visits. The industrial classes lacked employment, and in this respect he believed that Canada was freer from poverty than any other country under the sun. As compared with other places, he said that Prince Edward Island was certainly the gem of the earth.

A commercial man who has just arrived in the city from a visit to New Brunswick states that the new Enterprise Foundry at Sackville is now well under way. The building will be very substantial with heavy brick walls and cement floors. The architect has followed the modern method of making the buildings only one storey. There will not be an elevator or stairway in the whole structure. It is expected that the foundry will be ready for business about the first of the year.—J. H.

NEWCASTLE.

October 12.—The lumber mills have shut down and the men are going into the woods. The trade in axes, peavies, and all lumber hardware is brisk. The stove trade is also brisk, and promises to be good until Christmas.

The Bathurst, N.B., iron mines have been acquired by the Canadian Iron Corporation Co., which is absorbing the Drummond Iron interest. The Drummonds are in the new company. The stock issue is $5,000,000 ordinary and $3,000,000 six per cent. preferred shares.

Mrs. Carlotta E. and A. Roy Rigby, of Brighton; John H., R. Foster, and Nellie M. Rigby, of Saint Croix, have organized the Rigby Hardware Co., chief place of business to be at Hartland.

Elwood Burtt's steam saw mill at Cardigan was burned on October 3. Machinery worth $14,000 was destroyed, also 30,000 feet deals, 75,000 shingles, and 60,000 feet spruce boards. Insured for only $7,000. Sixty men were employed.

The Bathurst Lumber Co. is rushing the erection of their plant at Bathurst. It will be one of the best in the Province, and will be ready for the Spring cut. The boilers are furnished and installed by the Robb Engineering Co., of Amherst, N.S.

The Town Council of Campbellton have decided to exempt the Harquail Co.'s woodworking factory from taxation for fifteen years and supply water for $10 a year, but refuse any bonus.

The new rossing mill at Dalhousie is one of the best equipped in the Dominion. All the machinery is up to date, and the plant employs over 100 men. In the event of the town's water supply giving out a reservoir has been built to furnish the necessary water for motive power. A new ship channel is being dredged to enable vessels of heavy draft to load at the wharf.

Mr. Bradley, general superintendent of the Canada Paint Co., has reopened the graphite mine near Salem, Kings Co.

Dr. Hugo Von Hagen, New York; Isaac Purdy, Purdy's Station, N.Y.; Wm. G. Kennedy and James Marvin Seeley, New York; Dr. M. F. Keith, Moncton, N.B.; Eugene Mead, Adamsville, N.B., and Eugene O. Leeley, of Maccan, N.S., have organized the Maritime Coal Co., with $2,500,000 capital, to carry on a general mining business. The company has taken over the Imperial Coal Co., of Kent Co., N.B.

The Canadian Coal Lands Co., of Augusta, Me., are now operating the old Dowe mine at Salmon River, Queen's Co.—H.H.S.

Province of Quebec

Quebec Firm Issues Fine Booklet—Lachute Mills Firm Makes Display at Exhibition.

QUEBEC CITY.

W. H. Wiggs, of the Mechanics' Supply Company, Quebec, has written and published a most interesting booklet entitled "The Home, Beautiful and Healthful." As its name implies, the publication deals with the comforts of a home as directly influenced by the proper selection of its sanitary, heating and lighting appliances. Commencing with a warning as to the importance of having these necessary adjuncts to health and happiness of the highest type and workmanship, the author with the aid of numerous illustrations most novel and artistic in design, proceeds to describe in an entertaining manner the proper installation of modern heating appliances. He treats of the importance of the best system of plumbing, of the wise selection of bathroom utensils and accessories, the advantages of mosaic tiling, of art metal interiors, and of various lighting designs. Electric heating utensils are dealt with, as are also water heaters and other utility articles so necessary to the household. The importance of a well-roofed building is also mentioned. From the start to the finish of the booklet the reader's interest is maintained, and not only does Mr. Wiggs convey much useful information, but he illustrates the wide range of articles covered by the Mechanics' Supply Company and the comprehensive nature of the stock. Mr. Wiggs has solved the difficult problem of how to describe business while at the same time entertaining the reader.

LACHUTE MILLS.

October 14.—T, McOuat & Son, Lachute Mills, had an enterprising exhibit at the recent country exhibition here. Stoves and ranges were the chief feature, but a fine display of pumps was also made, as well as a row of valves connected up to divide the booth in two parts.

W. W.

K. M. Trigge, representing the Allith Mfg. Co., Hamilton, has returned from a visit to the Maritime Provinces, and has now gone West, visiting the head office and other places.

Ontario Trade Items

New Stove Works at Leamington—Novel Hunting Scenes Shown in Hardware Windows at Peterboro and Barrie—Blenheim Merchants Adopt Early-Closing.

OTTAWA.

October 21.—The work on the new Chaudiere Dam is being pushed forward vigorously and with the favorable dry weather good progress is being made. The sight proves attractive to anyone at all interested in such work. Over 200 men are at work and about fifteen drills are persistently punching holes twelve feet down in the solid, for reaching rocky bed. These holes are designed for the clamps or bolts which will secure the large upright piers. Altogether across the bed of the river there will be some 49 piers, 22 feet high, and set 22 feet apart, the whole forming part of a dam 1,300 feet long. It is calculated that about 10,000 yards of concrete will be used in the construction of these piers. The dam, which will cost in the neighborhood of half a million dollars, is figured to raise the water six feet above its present level. While all the available horse power, which is estimated at 917,403, will not be conserved by this dam, yet its effect will add to the general prosperity. Quinlan & Robertson are the contractors.

The Ottawa Electric Railway Company has laid over four miles of new track besides substituting heavier steel on a large portion of the system, the past season.

Several Hull business men have applied for letters of incorporation for the construction of a railroad to the New Ontario mines. The line will be about twenty-eight miles in length, between Lake Temiskaming and the Upper Satika. The capital of the company will be one million.

The building permits last week numbered eight, representing a cost of $16,900.

Garrioch & Godard secured the contract of supplying the Civic Electric Commission with $2,000 worth of wire required for the civic plant. Copper being low now, it was considered a good time to make the purchase.

The Capital Hardware Co., Ottawa, have purchased the tinsmithing and furnace business of A. H. Edwards, Bank Street, Ottawa.

The brass work for the new premises of the Imperial Bank is being supplied by Pritchard & Andrews.

F. Nelligan, of the Philip Carey Co., Montreal, has been in the city superintending the insulation of the heating system in the Collegiate Institute. This firm has also the contract for similar work in the new Y.M.C.A. building.—G. E. M. H.

PETERBORO.

Oct. 21.—One of the most novel and appropriate window-dressings in the city at the present time is that in the Peterboro Hardware Company's window depicting a hunting scene. A miniature canvas tent is the first article to catch the attention of the passerby. Surrounding it are the other things that go to make up a real camping picture. A pile of wood lit from beneath by a red electric light lies beneath a kettle. An old cedar log with the blade of a small hatchet sunk in it, a belt of cartridges and a couple of rifles are other features that go to make up the scene. The whole is laid in a bed of dry autumn leaves with a background of evergreen bushes.

During the past week the corner stones of two new churches have been laid—the St. James Methodist and the Park St. Baptist. Both of these buildings are being erected in the south end of the city where is also the new Roman Catholic Church. The Presbyterians are making plans for the erection of another in the same portion of the city in the spring. Work is rapidly proceeding on the three at the present time.

Work on the new furniture factory being erected by T. S. Oke in East City has almost concluded under the contractorship of Wm. Mein. Mr. Oke has purchased a new motor for his new premises and last Monday morning began work in the building. Prior to that he carried on his manufacturing in a building beside the newly erected one, but his business has outgrown it. He sold it recently to the Peterboro Lubricator Company which intend to begin in a short time to manufacture grease cups.—B. T. H.

BARRIE.

Oct. 21.—Considerable interest has been manifested here recently in hardware window-dressing, one of the displays exciting much comment, being a sporting goods window arranged by K. G. Dreyer for H. H. Otton & Company. Guns and ammunition were the articles the trimmer desired to push so he arranged a duck-shooting scene, the novelty of which attracted the attention of a large number of passers-by. The floor was covered with artificial grass on which was displayed guns and ammunition. In the centre was a pond of water with grass overhanging the edges of the basin containing the water. The background was a clump of bullrushes while peering out through the rushes could be seen some stuffed wild ducks presenting altogether a natural and attractive scene. Owing to the store being on one of five corners it was found impossible to secure a good photo to reproduce in Hardware and Metal.

TORONTO.

Oct 21.—The Brooks-Sanford Hardware Company, which assigned a fortnight ago, had its stock severely damaged by fire Monday night. The staff were taking stock and it is supposed some employe who had been smoking caused the blaze. The loss is covered by insurance.

Tarbox Bros., Toronto, manufacturers of self-wringing mops, dusters, etc., are building up a business in Great Britain, having this week secured a large repeat order for the Ideal duster which they recently introduced on the market.

Shopbreakers paid a visit to the Russill Hardware Company's store a week ago. The intruders took advantage of a telegraph post in the rear, and entering through the window the men got 14 revolvers.

Wm. Emery, 956 Bloor west, is enlarging his hardware store by taking in a large workshop in the rear of his store.—W. W.

HAMILTON.

Oct. 20.—"Under the circumstances business is pretty fair. With an election on in the States and one on here we ought to be closed up and out doing some shouting for either side but as it is trade is sufficiently favorable to keep us going," said the manager of one of Hamilton's leading manufactories this week. The manager in question certainly summed the situation up to a finality. Everywhere politics is the issue but business, nevertheless, is fairly good. There is a briskness in the air which seems to need only time for development and the way the mills and factories are working gives the lie to any statement of hard times.

Building permits amounting to $161,300 were taken out this week. The most important was for the erection of a brewery building for the People's Brewery Company, which was recently incorporated. It is to cost $131,000 and will be built in the north-eastern section of the city. Tollinger Bros., of Pittsburg, have the entire contract and they have undertaken to have the work done in four or five months. The building will embody all that is new in the building line and will be constructed of brick, steel and cement. The balance of the permits not already mentioned, are for dwelling houses and minor alterations to buildings.—D. L.

GUELPH.

October 13.—Local hardwaremen are well satisfied with the way the fall trade has panned out, and state that the prospects for betterment of the trade during the coming months were never better. Rugby football has taken a bound in Guelph, and there is a bigger demand for football goods than there has been for years past. With a city team, three Ontario Agricultural College teams, and a city league with three teams, there will be a great deal of balls, pads, etc., required. For the winter sports trade the prospects look fine. There will likely be a professional hockey team, an amateur team, a church league, and a junior church league, and as in football, there will be a great many necessaries. Skating is exceedingly popular here, and there will be a big call for skates of the finer class.

While there are some factories in the city that are now on short time, there are several working overtime. The Stan-

dard Valve Co. is one of these, employing a large night staff, and the Gilson Mfg. Co. is also very busy. It looks as if the hard winter predicted will shy very clear of the Royal City.

S. & G. Penfold have received the contract for the roofing of the new buildings of the Louden Machinery Co., manufacturers of agricultural needs. They will use 125 squares of Paroid roofing for the contract.

The Guelph Stove Co. report that trade is picking up well, and the number of hands in the factory, especially in the nickel plating department has been increased.

Little & Wells, of the Canadian Construction and Engineering Co., were in Hespeler last week getting things ready for the start of work on the fire protection pipe line, which has been so long worked for by the Hespeler merchants. Work will be commenced this week.

A. & J. Meiklejohn, hardwaremen, of Harriston, have materially added to the appearance of their premises by the addition of plate glass windows in the fronts of their store.

While at work in St. Andrew's church, William Dickson, an employee of Stevenson & Malcolm, who secured the contract for the instalation of the heating and plumbing, met with a severe accident. A heavy radiator fell on his foot, severely crushing it.

An additional furnace has been recommended for St. James Ward school, and one will be installed. A number of changes will also be made in the heating of St. John's Ward school.

In order that the sewage from the city may be properly taken care of another septic tank is necessary, and one may yet be erected this year.

A. W.

MT. FOREST.

October 14.—C. J. Thornhill, Mt. Forest, made an exhibition at the recent fall fair in that town, showing stoves and ranges as the central attractions. The booth was gotten up attractively with a railing of iron pipe, with poultry netting to keep out dogs. A background of black showed the heating goods up well and also served as a show stand for kettles, tea pots, etc., gas fixtures and lighting goods were hung from the ceiling behind a neat grill work.—W. W.

INGERSOLL.

October 20.—A transaction of much importance to this town from an industrial standpoint was recently consummated whereby the Ingersoll Nut Co. acquired the plant of the Canada Nut Co., of Niagara Falls, Ont. By acquiring this plant, the Ingersoll Nut Co. are now manufacturing three distinct kinds of nuts, cold pressed, hot pressed and drilled from the bar. The Ingersoll Nut Co. has been recapitalized and now has $100,000 of capital stock and a bond issue of $100,000. The stock and bonds have been sold and the company placed in a first-class financial condition. For the present the plant at Niagara Falls will be operated there, but it is probable that it eventually will be removed to Ingersoll.

G. F. J.

CHATHAM.

October 20.—"Chatham just now is the best hardware town in Canada," remarked E. J. Wanless, of J. C. Wanless' staff, to the Hardware and Metal representative this afternoon. "The hardware business has never been better with us, and prospects are exceptionally bright. This October is the heaviest October we have known—and October, with us, is the heaviest month of the year. Gas stoves, gas fittings and supplies are the chief items in demand at the present moment, the only difficulty being in the securing of stuff to meet the demand." The same note of prosperity is sounded by other hardwaremen.

Contrary to the general rule, the election contest has had little, if any, depressing effect on business. A. B. McCoig, ex-M.P.P., of the firm of McCoig & McNaughton, implement agents, is opposing H. S. Clements, the former Conservative member for West Kent. Ald. W. H. Westman, of Westman Bros., has been doing some stumping for the Liberal cause, but otherwise the hardwaremen have taken no active part in politics.

Following the withdrawal of the steamer "City of Chatham" from the Detroit-Chatham run, the steamer Ossifrage, formerly on the Buffalo and Crystal Beach route, has taken her place for the balance of the season, and may also cover the same route next year. She made her first round trip on Monday.

Blenheim merchants are now closing their places of business at 8 o'clock on Tuesdays and Thursdays. What may be called "partial early closing" has come much into favor in the various outside towns of late, the growth of the movement being one of the features of the year.

Reissner Bros., of Leamington, are well under way with their new malleable stove and range factory, the concern at present having a capacity of 10 stoves a day, which can, if necessary, be increased to 100. Greenhill & Moffatt, hardware merchants, of Leamington, are the local agents for the output. The stoves are made in three sizes and are very neat in construction.

W. E. P.

LONDON.

Oct. 20.—Seasonable quiet prevails in the hardware trade, but jobbers' travelers report the outlook as still favorable. A representative of one house to-day declared that taken throughout the first three-quarters of this year show up little if anything behind the same period in 1907.

A couple of weeks ago there was quite a rush for stoves and ranges. But the mild weather that set in and continued up to the beginning of this week, has had the effect of slackening the demand. With the coming of cold weather, however, which cannot be long delayed there will be a renewal of demand and stores which are now crowded with stoves of various kinds will take on a look of activity which will be heartily welcomed by dealers.

In regard to organization of the hardware trade, of which there seemed a prospect a couple of months or so ago, nothing is now heard. What is needed is a leading spirit who will arouse the local trade to the benefits of organization and will take the initiative in bringing such into effect.

Some of the peddlers who make the country district hereabouts their stamping ground have added stoves and ranges to their lines which they offer on what they call easy terms of payment, but at very long prices. The sensible housekeeper gives such dealers a cold reception, preferring to do business with merchants who have the enterprise to conduct their trade in the legitimate way and who are prepared to stand the consequences if the goods are not as represented. —F. T. Y.

The Prairie Provinces

Saskatoon Becoming a Centre for Travelers and a Local Association May Be Organized—Business Change at Saskatoon—Prince Albert Votes to Spend $52,000 on Local Improvements.

SASKATOON.

October 17.—Local plumbers have been asked to tender on the instalation of wash basins and drinking appliances for the High School premises.

A new set of metallic files have arrived for the vault at the court house. Altogether there are 320 different files in the set which has been installed.

A carload of heating fixtures has been unloaded for the new municipal hospital now under construction. This includes electric motor, blower, boilers and radiators. The fixtures will be installed by M. Isbister & Son.

James Clinkskill is planning considerable alterations for the interior of his store. He intends adding twenty-five feet to the rear of the building. The goods now on the first floor will be moved down stairs on to the ground floor. The first floor will then be turned into suites of offices, with an entrance at the southeast corner of the building.

H. A. K. Drury, engineer for the Dominion Railway Commission, accompanied by resident engineer F. J. George, took a trip over the western portion of the C.P.R. line as far as Wilkie on Saturday for the purpose of inspecting it before opening for traffic. At the present time there is a tri-weekly service as far west as Asquith, but as soon as the new time-table is ready the service will be continued to the terminus of the steel. The Moose Jaw-Lacombe line thus will soon be completed as far as Outlook.

There is some talk of forming a branch of the United Commercial Travelers' Association in town. Quite a number of travelers belonging to outside houses are now resident here and are desirous of forming a Saskatoon branch. As soon as a sufficient number of new members sign the petition a lodge will be instituted. Steps are being taken to get as many knights of the grip to rally round as possible. It is well known in commercial circles that many traveling men

make this their headquarters, as their territory has considerably increased in the West of late. The opening of the country which is reached directly from this city gives the commercial man a new field or rather extends his field of operations in Central Saskatchewan. In the course of a year or so it is expected that many wholesale houses will have permanent representatives located here, besides establishing branches of eastern houses. The geographical position of the city and supplied as it is by several lines of railroads, makes it a very central point from which to work the territory.

A. A. Frye is building a two-storey structure at Kinley. Part of the premises have been rented as a temporary school.

The C.P.R. are building a 40,000-gallon water tank at Guernsey, where they have quite a number of men at work. A residence for B. Brookes is nearing completion as is also the Saskatchewan elevator. The merchants are receiving heavy consignments of fall goods and report business quite brisk.

The British-American Elevator Company is making preparations to erect an elevator at Laird, the new townsite west of Rosthern. The machinery has arrived while the lumber is expected any day. The elevator to be erected will have a capacity of 30,000 bushels.

B. A. Archibald, of Nutana, who purchased the stock of Clare & Young, will move into new premises shortly.—D. G. R.

PRINCE ALBERT.

October 10.—A number of cars of steel have arrived for the Canadian Northern Railway bridge and several more are expected daily. The necessary machinery for starting the work is on hand so that a beginning can be made at once. The grade has been raised to the required level and false work placed in position ready for the work to go on. Work will proceed from the north side of the river, leaving the middle span clear until navigation closes for the Winter.

By-laws for the purpose of waterworks extensions and additional fire equipment are about to be voted on by the citizens. The fire equipment by-law is for $7,400, which includes $1,200 for a fire alarm system.

October 17.—The citizens of Prince Albert have voted by-laws amounting to $52,400 for the extension of sewer and waterworks and a new firehall. The expenditures are $26,000 for waterworks and house connections; $19,000 for sewer extension; $7,400 for a new fire hall, equipment and fire alarm system.

There has been some trouble with the wooden pipes laid some time ago on River Street, leading to Goshen. They have proved unsatisfactory, owing to the big water leakage, a meter test showing it to be as much as 25,000 gallons a day. They will be replaced with iron pipes.

A gang of men are busy grading for a spur track which is to be laid to the Gault warehouse at the corner of First and Second Avenue. Carloads of steel for the bridge are arriving every day and being unloaded near the scene of operations. The elevation west of the Royal Hotel is being leveled and things put in shape. Work on the Prince Albert-Battleford branch of the C.N.R. is being pushed along with a view to giving the Shellbrook district a train service when the bridge is completed.—D. G. R.

HIGH RIVER.

October 2.—One of High River's commodious stores is Heslip, Kelly & Young's hardware and furniture building, comprising two separate stores, the total dimensions being 45x100 feet. The accompanying illustration represents the hardware department and shows a well-arranged interior with neat shelving carried through the whole depth of the store. The store is kept very orderly and systematic and is in this an example which many other merchants in the smaller western towns can copy to advantage.

W. W.

Heslep, Kelly & Young's Hardware Store at High River, Alberta.

British Columbia

Vancouver Jobbers Establish Plant and Print 1,300-page Catalogue Containing 7,000 Illustrations—Fire Damages Warehouse at Nelson.

VANCOUVER, B.C.

Oct. 17.—Building permits for the past week reached the record of $284,250, the largest for one week since last April when the amount was $380,000. Of course, the reason for such a large figure was the issuance of a permit for the construction of large buildings, the present instance being the Carter-Cotton block on Hastings St., to cost $225,000. Another permit was issued to A. M. Jordan, who will erect a concrete block on Cambie St., to cost $20,000. A. A. Cox, architect, of Montreal, who has several buildings planned in this city, has designs completed for a $30,000 structure to be erected by A. C. Flumerfelt, of Victoria, on Railway St., in this city. It will be 132x66 feet, and will be of concrete. It will be used as a public storage warehouse.

McLennan, McFeely & Co., of this city, have completed the publication of 1,000 copies of a new catalogue, which is perhaps the largest and most comprehensive of any issued by a wholesale hardware house in the Dominion. It comprises about 1,300 printed pages, and is so numbered that additions can easily be made, each section being started at the beginning of some hundred. The paper used is of the golden hue, which has been adopted by the firm for all of its advertising matter and office stationery. There are 44 pages of index, with 31 pages of general information, almost everything that a hardware man will want in the transaction of his business. The book is 12½ inches long, 11 inches wide, 2¾ inches thick and weighs 14 pounds. It contains 7,000 illustrations, in fact, every article listed is pictured. One handy feature is the classified freight rates, which will enable a merchant to see just what it will cost him to have the goods laid down for himself. The catalogue is arranged on the loose leaf principle a plan universally adopted during the past few years for work of this nature, and which has the advantage of enabling additions to be made, or pages substituted in the event of any articles going out of use. A book can by this means be kept up-

to-date for many years. A staff has been engaged upon this book for the past two years, and it is estimated that the cost will be $15,000. A complete printing plant has been installed, being the first hardware firm in Canada to make this innovation, and in future there will be printed in the establishment all the office stationery, advertising matter, catalogue pages, etc. Electros of each page have been made, so that catalogues of special matter, such as hunting, logging, etc., may be issued at any time with the least trouble and expense. Altogether, there is hardly a feature that can be thought of to improve the compilation, for it is thoroughly complete in divisions and in the detail of divisions, with an arrangement that is exceedingly convenient.—R. B. B.

NELSON, B.C.

Oct. 17.—Last Tuesday evening fire did considerable damage in the large storage warehouse of Wood, Vallance & Leggat on the waterfront here. The flames had gained much headway before they were discovered, but the fire brigade did excellent service, and the fire was confined to the building in which it started. It was extinguished in an hour. The building cost $2,500, with an insurance of $1,500, and contained a stock valued at $30,000, fully covered by insurancee. The origin of the fire is a mystery, as Manager McBride states that there was no stove, electric light or gas in the building.—B. B.

KAMLOOPS, B.C.

Oct. 17.—It is declared that the Guggenheims will likely purchase a controlling interest in some of the more prominent mining properties in this district. The owners of the Python were offered $50,000, but this was declined. Kamloops has some fine properties in close proximity to the city, where development work has been done to such an extent as to prove that good ore bodies exist. Many mining men have looked them over, and it is confidently expected that in time the mining industry will be very lively here. If the Guggenheims buy the properties mentioned, which include the Iron Mask, Evening Star and Copper King, a smelter may be erected.

VERNON.

October 10.—Andy Leishman, who has been with the Vernon Hardware Company, has been able to forsake mercantile business, having been appointed assistant to the sub-collector at the Vernon port of entry of the Inland Revenue Department. On leaving, the employes of the company presented him with a solid gold K. of P. jewel watch chain pendant. James Vallance, manager, made the presentation.

Amongst tne Salesmen

SELLING HELPS.

A great many manufacturers and wholesalers are spending a good deal of time and money in getting up selling helps for the retailers; they are going more than half way in order to get their goods into the hands of the consumers with the least possible effort on the part of the dealer, and the majority of merchants appreciate these efforts and are taking advantage of them whenever it is practicable. Dealers who are using the columns of the local papers can be readily supplied with plates and cuts by the manufacturers, who are ever willing to aid in the sale of their goods. An attractive window display is the means of increasing sales, and many manufacturers are encouraging the effort to the extent of furnishing attractive matter for the display. There is no excuse for not giving publicity to the business in these days when the producers of the goods are willing to stand nearly all the expense.

HARD WORKING TRAVELER.

"Saturday 5 p.m. and still looking for business," in the accompanying picture shows H. H. Clark, Lennoxville, Que.,

"Still Looking for Business."

who represents Lewis Bros., Montreal. Mr. Clark is one of the hardest working travelers in the Eastern Townships. He has always been an optimist and has not heard anything about the hard times cry for the simple reason that he is always after business. He speaks very hopefully of prospects, not only for this fall, but for 1909.

SELLING AT COST.

A party of young people was camping in New England so far up that they felt almost over the "Canady" line, says the Youth's Companion.

The right kind of camping dishes had been brought, but one day somebody hooked a very big bass, and then it was remembered that if it was baked and served in all its comely fairness there was no platter to put it on.

Two of the company walked six miles to the store to see what could be done in the way of china.

They found the store, very small and very much obscured by dusty windows. An old man, who was apparently the owner, was seated on the platform without, reading a yellowed newspaper, crumpled and torn. He looked as if the surrounding dearth of salable goods might exactly suit him. They passed him, and he followed them.

"Platter?"

"Yes, just a common white platter, nothing stylish."

He took off one pair of spectacles and put them in his pocket. Then he extracted another pair from a corresponding pocket on the other side and fitted them to his nose.

"Yes," he conceded witha mild tolerance of trade, "I guess I can fit ye out."

He vanished down the stairs at the back of the store and presently reappeared bearing with some pride a good-sized white platter.

"Wrap it up and we'll take it along. How much is it?"

He frowned over his laborious manipulation of paper and string.

"A dollar and a half," said he.

"A dollar and a half! That white platter! Oh, come; we wanted something cheap."

The old man paused in his fitting of paper about the oval.

"I ain't got a thing that's cheaper," he said, mildly. "This is the only platter there is in stock."

"Well, can't you take off something?"

He turned the platter over and in an earnest pondering scrutinized the back.

"It don't seem as if I could," he mused. "That's jest what that platter cost me the second year o' the war."

METAL COMPANIES AMALGAMATE.

An announcement is made to the metal trade of the amalgamation of the Syracuse Smelting Works and the Montreal Copper Co., both of Montreal, into one large company under the name of the Syracuse Smelting Works of Canada. The head office will remain at Montreal with branches at London, Eng., and Brooklyn, N.Y. The enlarged concern will deal in all manufactured and raw materials. A special line which the Syracuse Company is pushing just now is Staveley pig iron, and English iron of high quality, for which the company has secured the entire agency. An analysis of this metal at the foundry shows a very high percentage of iron. The Syracuse Smelting Works is soliciting inquiries.

Leamington has another plumbing and gas fitting business. Robt. Ross, who has had 18 years' experience in a number of Ontario towns, is the proprietor. He will also handle electrical work.

Sporting Goods Window Displays

SPORT APPEALS TO ALL.

Hardwaremen who carry a fairly complete line of sporting goods—and few nowadays fail to realize the profitable nature of this branch of the trade, although they may not utilize their knowledge to the full extent—are able at the present time to show window displays which are probably, to the average person in the street, the most attractive ones that could be presented. Given an ordinary amount of ingenuity, and some measure of artistic taste, any class of hardware—even the most commonplace tinware—can be made to look attractive when properly displayed, but undoubtedly the goods which shine the best as window decorations are the sporting ones.

There is something most alluring about guns, fishing rods, baseball bats, lacrosse sticks, and so on. They convey so pointedly the fact that life, after all, is not made up of hard business grind, and that there are times when, by their means, necessary recreation can be obtained, and the body and mind given a fresh lease of health. These articles are likewise reminders of the excitement of the hunt, the pleasures of the catch, and the exhilaration of the contest. They probably bring up in the mind's eye glorious recollections of the past, and equally glorious anticipations for the future. Can it be wondered then that sporting goods individually and collectively are objects of attraction to the young and old. But grouped into one of those scenes to which these articles so readily lend themselves, the attraction is doubled. Here is where the dealer has such a pull. Windows which command attention tend to sell goods which are not included in the display. They advertise the store generally.

Probably of all sporting lines, guns, revolvers, and other hunting accessories, make the most effective displays. Weapons have a peculiar fascination for every one in the grim suggestiveness of their powers, and in the elegance of their fashioning, and this, combined with their associations in the most exciting forms of sport given to us, render them unequalled as a window decoration. And then with a scenic background how admirably the goods can be arranged. No better window can be devised than a hunter's shack or tent, with its accompanying accessories. A log fire standing immediately in front of the shack, a pot containing the hunter's meal suspended over the logs, a red electric light representing the glow of the fire, and the figure of a dog watching the process of cooking, help the design immensely. Small, real or imitation bushes and grass complete all the artificial properties that are necessary. Guns, revolvers, hunting knives, cartridge belts, shells, can be placed around as the artistic sense of the designer guides him. But the scene must not be overloaded in any way. This hunting window idea can be extended even further with the help of other scenic accessories, but those we have mentioned are sufficient to make a most attractive window, and what is better, a good selling one, too. There are many other designs which can be brought into use now in connection with the hunting season, but if the dealer feels he is not equal to any elaborate display then he can console himself with the admitted fact that guns, revolvers, etc., can be most effectively treated in themselves.

It is certain that the sporting goods department of a hardware store is a most profitable one to carry, especially if it is pushed properly, and undoubtedly there are no lines so nice and clean to handle and so interesting. Sporting goods generally pay a good profit, as the customer is in most cases looking for something good, and the price, therefore, makes very little difference to him when he finds what he wants. As a prominent hardwareman recently pointed out a good line of sporting goods makes any store look well, does not require a great deal of capital to carry a complete assortment, and can easily be arranged in show cases so as to make a very interesting display. The most important point in buying sporting goods is to be very careful not to get stocked up on something which will not sell easily. Merchants must get acquainted with the goods their trade demands; as a certain article which sells well in one district may not sell well in another. Then again a demand can very often be created for certain lines of sporting goods by the dealer himself taking an active interest in helping to organize gun and revolver clubs, gymnasiums, and so on, especially in the country and smaller towns. The sale of sporting goods belongs to the hardware dealer, and should be pushed by him to the utmost extent.

Another point in connection with the sale of sporting goods is that the salesman should be in a position to talk intelligently upon their merits. It is not necessary that he should be an active sportsman himself, although this is an advantage. It is an easy enough matter to pick up by reading, and personal observation, enough information on the various sporting pursuits to be able to open out a good conversation with the intending buyer, and to give him interesting facts in connection with the manufacture of the goods with suggestions as to the most popular methods of using them. Treating the sporting department in this way there should be no doubt as to its profits.

MONTREAL STORE INTERIOR.

Nothing that a sportsman needs is lacking in the sporting goods store of R. Duncan, St. James Street, Montreal. From canoes and skiffs down to the smallest item of fishing tackle, a wide selection of articles meets the eye and tempts the pocket of the customer. The store is of good size—it has recently been enlarged to permit of carrying canoes and boats and providing a larger workshop up stairs, and so well arranged with wall and floor cases that every advantage is taken of the display space available, while there is plenty of room to move about.

Interior of Duncan's Store at Montreal.

A large number of guns of different manufacture, ammunition and other hunting accessories are displayed on the left-hand side of the store in cases and on shelves; at the back of the store there are more guns; while on the right are displayed baseball outfits, tennis supplies, fishing tackle, and a number of other articles dear to the heart of a sportsman. In the floor cases, which

run down both sides of the store, are displayed full lines of revolvers, dog collars, safety razors, more fishing tackle and other goods, too numerous to mention. Canoes and boats form a fine background, while a case of lacrosse sticks has a prominent position in the front of the store. Hangers and cards of various manufacturers help to give the store a smart and business-like appearance.

Not only do Messrs. Duncan, for two brothers are in the firm, run an ordinary retail store, but they manufacture goods as well as repair them. They have extensive workshops for this purpose. In the basement is the heavy machinery such as lathes, etc., driven by electric motor, while above the store is the finishing workshop, where the lighter machinery is placed. R. Duncan make a variety of articles such as high-grade fishing rods and hockey sticks, which latter are used by many of the champion hockey teams. The firm issues a very fine catalogue, well illustrated, and containing the thousand and one things that appeal to the sportsman.

MECHANICAL WINDOW DISPLAYS.

With a little ingenuity and some mechanical skill it is astonishing the number of simple working devices that can be made up largely of hardware articles.

Fall Sporting Goods Window.

Nothing draws the attention of the passerby more quickly than a mechanical contrivance, especially if there is a certain amount of novelty attached to it. A dealer who has an aptitude for devising fresh novelties, has a source of advertising power at his command, that is very valuable as a business asset. By regularly running these models the community are eventually led to look for them. "Let us see what so and so has in his window to-day. He will be sure to have something new." The value of such comments can be easily understood. A firm who have brought this form of advertising to a fine point are H. Sylvestre & Son, 1111 St. Lawrence Boulevard. It is seldom that their windows are without some mechanical novelty or other, composed largely of hardware articles. For instance, Mr. Sylvestre has made a very effective working clock in which paint brushes play a large part. The dial is composed of twelve flat brushes radiating from the centre, the brush ends outside. On the mount of each brush is placed the hour number. Two smaller brushes compose the hands, while the pendulum is a large whitewash brush. It can be imagined that the clock attracts considerable attention. It serves another useful purpose, for it keeps very good time indeed. Another contrivance of Mr. Sylvestre's, among the many, is a windmill, the walls being of varnish tins, the conical roof of layers of small brushes, and the arms of larger brushes.

All Mr. Sylvestre's devices are not only novel, but are really mechanical as well, and no window is more popular with the young and old.

REVOLVING GUN PLATFORMS.

The Smith-Winchester Company, of Jackson, Mich., recently made a display of fall goods in their show window, which they state has brought very good results. As will be seen in the accompanying illustration, reproduced through the courtesy of the Sporting Goods Dealer, St. Louis, the guns were placed on four round platforms, each four feet in diameter, and higher up was another platform, two feet in diameter, against which the muzzles of the guns rested. The whole display was so arranged that the platforms revolved at the rate of two revolutions per minute and every other one going in an opposite direction. The platforms were covered with white cheese cloth and on this were arranged miscellaneous goods, such as revolvers, cleaning rods, duck calls, hunting axes, knives, reloading tools, cartridge belts, etc. On the upper platform were placed duck decoys and above these, hunting coats and vests. The entire display consisted of fifty guns and the stands were driven by a 1-10 horse power motor.

CUTLERY DISPLAY CABINET.

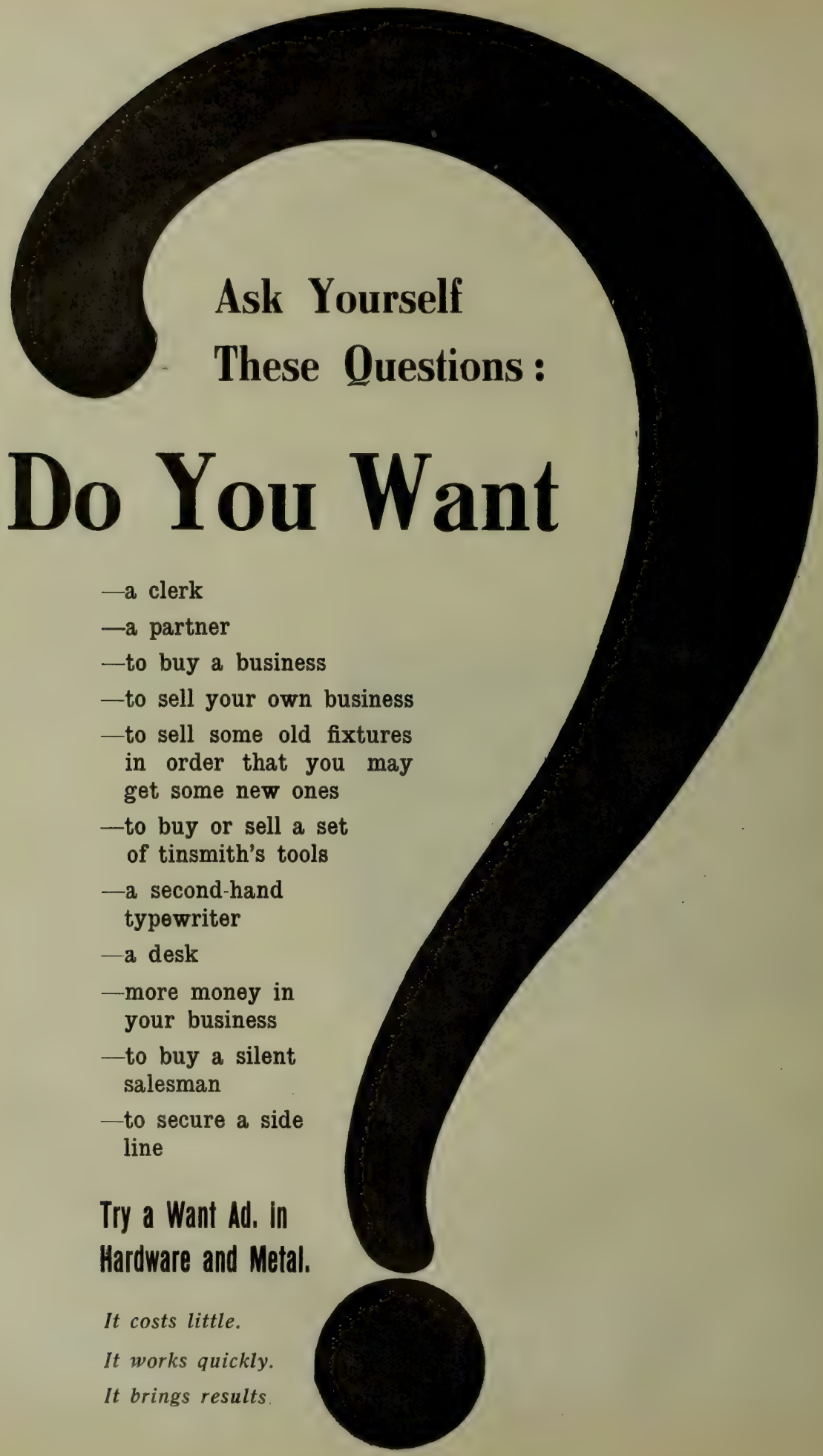
The Canadian agents of H. Boker & Co. will shortly issue a catalogue describing and illustrating their handsome display cabinets of assorted scissors, razors, shears, knives and jack knives. These cabinets are intended for window and interior show and as the frame is neat and serviceable, and the grouping of the articles most symmetrical and pleasing, they make a handsome addition to any store, besides being most useful to dealer and customer alike. Each cabinet is so designed that any class of trade is suited, the country merchant with the grade of article that he is most likely to sell, and the city merchant with the kind that meets his custom, and so on. There is, therefore, a wide selection from which to choose. The goods themselves are mounted over a facsimile printed design, and the price is plainly marked underneath. By this means no mistake can be made in replacing any article taken from the cabinet. Knives and scissors, etc., get easily mixed when kept in the ordinary way, but with these cases such a thing is impossible. The customer is also aided in selecting an article. Instead of looking through a jumbled assortment of goods, the article wanted can easily be picked out in the cabinets, which are of a size readily moved about. The cabinets are given away free with an order for one-half dozen of each kind contained in the case. H. Boker & Co.'s Canadian agents have also issued a little booklet illustrating their various kinds of skates, and giving a history of skate development in Canada, and also hints as to buying and sharpening. These booklets are for presentation to customers.

DID NOT SELL THE REVOLVER.

One day last month a man walked into a Cleveland sporting goods store and asked the proprietor to show him some revolvers. Several were spread out, and then the caller asked the sporting goods dealer to load one so that he, the prospective purchaser, could see how it was done. The obliging dealer did as he was requested, thinking the sale would soon be effected. The loaded arm was handed over the counter and in a flash the seller was commanded in a smooth and quiet voice, "Supposing you hand over the contents of the cash drawer!" The proprietor complied readily, much to his discomfiture. After receiving the money the caller told the dealer to count 50 with his back to the counter and while he was doing this the man walked out of the store backwards with both gun and cash.

HORSESHOE PLANT RE-OPENS.

The Belleville Iron and Horseshoe Co., Belleville, who recently took over the Toronto & Belleville Rolling Mills Company's horseshoe plant and which was damaged by fire a couple of months ago, announce that the works are again in full operation.



Ask Yourself These Questions:

Do You Want

—a clerk

—a partner

—to buy a business

—to sell your own business

—to sell some old fixtures in order that you may get some new ones

—to buy or sell a set of tinsmith's tools

—a second-hand typewriter

—a desk

—more money in your business

—to buy a silent salesman

—to secure a side line

Try a Want Ad. in Hardware and Metal.

It costs little.

It works quickly.

It brings results.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

EVERY HARDWAREMAN should handle the Time Saving Coupler. It is a sure saver of time and temper; it works simply and instantaneously, and its joints are absolutely watertight. The unusual advantages possessed by the Time Saving Coupler will make it popular among your hose using customers. (tf)

FOR SALE—Safes. Fine new fireproof safe, new burglar-proof safe; latest type; prices right. The Canadian Fairbanks Co., Ltd., 26-28 Front St. West, Toronto. (44f)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

COMPLETE SET TINSMITH'S TOOLS, with parallel cutters. Box 756, HARDWARE AND METAL, Toronto. [43]

AGENCIES WANTED

MANUFACTURERS of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

A COMMISSION FIRM, with sample rooms in Calgary, are desirous of securing agencies of hardware specialties for the Province of Alberta. Subscribers have good connection and call regularly upon the trade. Address Box 753, HARDWARE AND METAL, Toronto. (43)

RETAIL HARDWAREMAN, with wide experience, wishes to establish himself as manufacturers' agent in Toronto, and would like to correspond with manufacturers who are interested. Best of references can be given. Address Box 101, HARDWARE AND METAL, Toronto. (tf)

TO STOVE MANUFACTURERS—Exclusive agency wanted for Toronto and suburbs for first class coal range to push along with gas range of which we have exclusive rights for Toronto. Excellent connection already established. Address Box 754, HARDWARE AND METAL, Toronto. (43)

WESTERN AGENCY WANTED for good saleable line of goods. Box 755, HARDWARE AND METAL, Winnipeg. (44)

SITUATION WANTED

HARDWARE CLERK, reliable, good salesman and stock keeper, wants position in progressive western town. Age 27, single. Box 11, HARDWARE AND METAL, Winnipeg. (43)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

CHAINS, ANCHORS, &c.—A Lancashire firm manufacturing chains, anchors, windlasses winches, capstans, steering gears, tanks, iron buoys, pontoons, lighters, dock accessories, &c., desires to communicate with Canadian firms, with a view to opening up business connections. (1538f,45)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

GENERAL HARDWARE STOCK, — $4,800, in Ontario. A good town, having A1 farming section around it. Satisfactory reason for selling. Apply Box 751, HARDWARE AND METAL, Toronto. (43)

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad. under the heading, would probably put you in touch with the right man.

MANUFACTURER would like to invest from three to five thousand dollars in prosperous retail hardware business near Toronto. State value of stock carried, yearly turnover and other particulars. Box 100, HARDWARE AND METAL, Toronto. [45]

LITHOGRAPHY

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

ATTENTION Hardware Specialty Manufacturers.—Let me sell your goods on commission. No sale, no charge. Oscar Larson, Box 545, Sault Ste. Marie, Mich., U.S.A. (47)

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's 2,047 more than was sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont.

TOOLS AND ACCESSORIES—A firm of general tool merchants in the north of England invite catalogues from Canadian manufacturers seeking an export trade in small tools and accessories. (1525f,45)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Tinsmith; steady employment; must have good references; state age, whether married or not, wages expected. E. S. Hubbell & Sons, Thamesville, Ont. (44 f)

WANTED—Young man for clerk in general store; send references and state wages without board. A. S. Lambe & Son, Meadowvale. (44 f)

WANTED—An experienced, pushing and energetic furniture traveller, for western as well as northern Ontario, to represent on commission. Apply Box 127, Elmira, Ont. (44f)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED—Position as book-keeper and accountant. Has had training with wholesale, retail and manufacturing firms. Can give best of references. Address Box 102, HARDWARE AND METAL, Toronto. (45)

HARDWARE SALESMAN—10 years' experience; A1 references. Box 134, Wiarton. [44f]

BOOKS FOR METAL WORKERS

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid.

TINSMITHS' HELPER AND PATTERN BOOK by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 postpaid.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid.

HOW TO MIX PAINTS—This treatise, prepared for the practical painter, shows not only how to mix paints but how to match a given color. Contents include Mixing and Straining Paints, Brushes, Tints and Shades, Color and Harmony, etc. Price 50 cents, postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technica Book Dept., 10 Front Street E., Toronto.

VOLUNTEER BOUNTY ACT, 1908.

WARNING TO PURCHASERS

EVERY assignment of the right of a South African Volunteer entitled to a land grant must be by way of appointment of a substitute and must be in the form provided by the Act.

Special attention is called to Sub-section 3 of Section 5 of the Volunteer Bounty Act, 1908, which provides that no assignment of the right of a volunteer by the appointment of a substitute shall be accepted or recognized by the Department of the Interior which IS NOT EXECUTED AND DATED AFTER THE DATE OF THE WARRANT FOR THE LAND GRANT issued by the Minister of Militia and Defence in favor of the Volunteer.

J. W. GREENWAY,
Commissioner of Dominion Lands.

28th September, 1908. Ottawa.
(44)

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Oct. 23, Room 511, Union Bank Bldg, Winnipeg.

A marked improvement in general business conditions is noted from week to week by the wholesale houses. Collections are showing a big improvement and the volume of sales is steadily increasing. Except for an advance in iron rivets there are no quotable changes of importance this week.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire. 6, 7, and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—½x5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅝ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over. 55; bolt ends, 52½; sleigh shoe, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31½c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7; 3-16, $5.50; ⅜, $4.90; 7-16 $4.70; ½ $4.40; ⅝, $4.20; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50. 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper king, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel 35; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS—Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ per cent.

STOVE PIPES—6-inch, $9.25; 7-inch, $10.

BUILDERS' HARDWARE—50 p.c.

TINWARE. Etc—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35: Famous enamelled ware, 50; Imperial, 50 and 10. one coat. 60; Premier, 50; Colonial, 50 and 10; Royal. 60; Victoria. 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ pc. other galvanized lines. 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered. $9; dash, $9.

WRINGERS—Royal Canadian; $36; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10½; pure manila, 13¾c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER—Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Vic-

ROSS BROS.

LIMITED

HARDWARE ONLY

"Alberta Oaks"

are not light, undersized, shoddy, thrown together articles, but heavy, full-sized, well made goods that have already established a reputation for themselves in Alberta.

We solicit your orders.

EDMONTON, ALBERTA

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited

WINNIPEG, MAN.

A Want Ad. in Hardware and Metal will reach practically every man in the trade from Halifax to Vancouver.

BAS-KA-NO and LIN-UNA

TAPESTRY BURLAPS

New and attractive wall coverings for decorating walls of halls, stairways, bathrooms, dining rooms, etc. Latest colors, standard widths.

A sample book showing colors and full particulars for the asking. Drop us a post card.

The Winnipeg Paint & Glass Co., Limited

CALGARY - WINNIPEG

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware

EDMONTON, ALTA.

G. F. Stephens & Co., Limited

WINNIPEG AND CALGARY

The largest distributors of **BRUSHES** in Western Canada.

Jobbing Headquarters for

Whiting's Brushes

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CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4,30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12, smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.30; Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

PIG LEAD—$5.50. Lead pipe, $7.

SHEET ZINC—Casks, $8; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ⅛, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9.00; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45.00; 4½, $52.00; 5, $58.00; 6, $75.00. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON—Apollo 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

TIN PLATES—I.C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50; ½ box, $6; IXX, full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8.inch, $3.50; full polish, 6 amd 7 inch, $4; 8-inch, $4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS—White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, barrel lots, 65c. Linseed oil. raw, 62c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Oct. 23. Barb wire, $4 per 100 lbs., plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85 brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p,c,; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS—First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2, cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, $8 doz.

WRINGERS—Royal Can., $38 per doz. manila, 12½c; pure manila, 15½c.

BUILDING PAPER—Plain, 62c per roll; tarred, 82c per roll.

AMMUNITION—Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F. F., Hamilton, $5.25 per keg.

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Oct. 20.—The West has had six weeks of crop movement under the most favorable auspices, and up to October 15th 17,353,350 bushels had passed inspection at Winnipeg, and of this 16,000,000 had reached the head of the lakes. This shows that more than one-sixth of the entire estimated wheat crop of the West for this season has passed inspection, a simply unprecedented movement. If the period of navigation remains open as late as it did last season there is every reason to believe that 50,000,000 bushels will be moved before navigation closes. Allowing 27,000,000 bushels for seed and feed and grinding by interior mills there will be roughly 75,000,000 bushels for export, and if two-thirds of this is moved before navigation closes this Fall it is surely all that even the farmers of the West ought to ask, and indeed it is questionable if from the standpoint of market prices it is at all wise to have so much moved. The percentage of the wheat shipped this year direct by the farmers is very much in excess of the same period in any other year. The percentage of contract wheat has been very high in the portion of the crop shipped, probably 80 per cent., and it is not an exaggerated estimate to say that the crop so far marketed has averaged the farmers at least 80c at their own station. It is not probable that the outturns of more than 15,000,000 bushels have as yet filtered back into the country, but even that amount would represent a return of some $12,000,000, which is, or will very shortly be, in circulation in the country.

The natural question is, "what effect is the crop movement having on trade?" and the answer from all sections of the wholesale trade is that it is good.

Since the beginning of October the flow of money from outside points to the city has been steadily increasing and though at the present time the volume is not at all so large as it will be before the end of the present month, at the same time it is of most encouraging proportions. In addition there is a correspondingly steady increase in the volume of new business being done. There has been no sudden increase and for that matter no startling increase, but there has been a steady gain day after day and week after week. To put it in the words of the head of one of the leading grocery houses in Winnipeg, "The cash receipts and the current business are both of the most encouraging character." The best feature about the whole trade is that even the exceptional crop movement has not caused any boom in business or any tendency to buy extravagantly, the country merchant seems to have learned his lesson from the depression of the past year most thoroughly and his buying is of the most judicious and satisfactory character. Not only is Fall trade satisfactory but the outlook for the trade of next Spring is better than it has been for years. This is the most noticeable in the dry goods trade, which is still a trade of seasons to a greater extent than the grocery business, which is now very much an all-the-year-round trade.

The development of pulpwood industries at Fort William and Winnipeg can only be a question of time, and at present it looks as if the time would be short.

Another local industry that is making progress is that of the making of peat. The burning of the mill last year so soon after construction was a hard blow to the company, but the newer and larger plant is now in operation and the product will be on the Winnipeg market this Fall in considerable quantities —H.

CROSSES AND FINIALS

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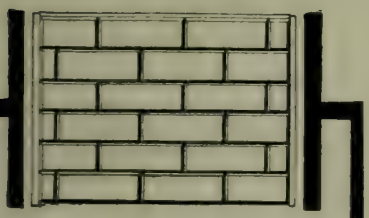

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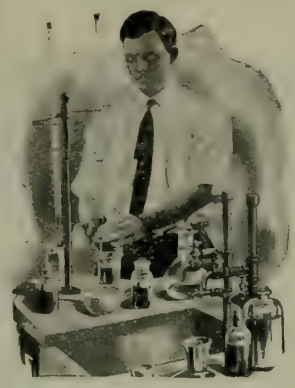

34 Experts are Making Tests

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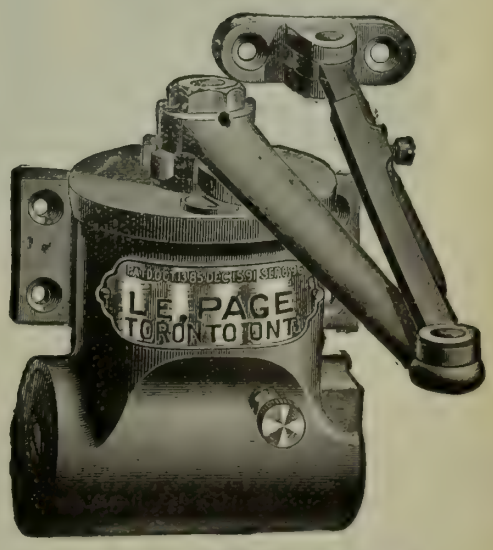

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PARK 1086

Hardware Conditions in Great Britain

(Reported by our special correspondent).

Sheffield, Eng., Oct. 8.—Everywhere there is a more cheerful feeling in manufacturing circles, and the belief is growing that it will not be long before we experience a revival in trade. There are pessimists who decline to see any bright signs, but I am firmly convinced that we are on the road to better times. Harvest prospects in different parts of the world point to this, and in Great Britain the crops will be of a good average character. For a long time shipbuilding has been exceedingly quiet, but in some quarters very large orders have been booked lately, and this is giving an impetus to the engineering and other trades which have had very little to do in the making of heavy forgings and the like, for a very long time. Allied trades are moving in sympathy, and works which have been idle are beginning to move again. In hardware and cutlery things are improving, and I have heard of one Sheffield plate and cutlery firm booking an order for the United States which will entail as much work as all the orders put together which the firm received during the seven preceding months of the year.

The Tin Plate Trade.

I hear that the tin plate trade of South Wales is still improving, and that a gradually increasing trade is being done with Canada. Baldwins, Limited, to whom I referred last month as having acquired land upon which to build new mills, have now bought extensive premises in High Street, Swansea, for office purposes, and it is believed that the firm will remove their headquarters from Wilden, near Stourport, to Swansea. Formerly the premises were used by the National Bank of Wales. With a view to developing business, Mr. Daniel Williams and Mr. David Williams, chairman and manager, respectively, of the Old Castle Tinplate Works, Llanelly, have left for a tour in Canada.

SIR ROBERT HADFIELD,

Inventor of Manganese Steel, a Distinguished British Metallurgist and Steel-Maker, and an ex-President of the Iron and Steel Institute.

The Price of Gas Coal.

Gas is now used so very extensively for manufacturing purposes that the price at which gas coal contracts are fixed has an important bearing upon industry. Coal owners have tried very hard to hold up prices, but knowing that they could not get last year's figures, they graciously conceded sixpence per ton. They thought they would get this inasmuch as all federated owners sent in the same price, but the gas companies, and corporations owning gas undertakings, were of the opinion that the coal owners had been making "too good a thing" out of them, and declined to contract at the slightly reduced figure for all qualities. They held out in so determined a way that the coal owners gave in, and contracts have been fixed at a shilling or 1s 3d reduction on the prices arranged when the previous contracts were made.

Two Notable Events.

Two of the most notable events of the month have been the entertainment of Judge Gary to dinner by the leading steel masters of the United Kingdom, and the honoring of Sir Robert Hadfield in recognition of the dignity of knighthood recently conferred upon him. The Gary dinner, and the speech made by the president of the United States Steel Corporation, was recalled by Sir Robert Hadfield, who asked: Why not bring about international understandings: They had local understandings; why not something wider? He pointed out that during the American crisis the Americans did not "dump" their manufactures in England, and he hoped that this was a new era of understanding. It was quite possible that in the near future they might get over the terrible bugbear of imagining that when trade was bad in a country that country would begin "dumping" in another country. If a better understanding were reached in such matters they would be able to avoid those constant troubles with labor which were usually brought about by the reduction of wages.

Inventor of Manganese Steel.

Sir Robert Hadfield's career is interesting. One thing will make his memory live throughout the ages. He was the inventor of manganese steel. In the prosperity of the firm which he controls with such sagacity, labor has been permitted to participate to a large extent, and the result is that at the company's works there has never been a strike or an hour's stoppage on account of labor troubles.

At school he gained many prizes and scholarships in natural science and chemistry, parental encouragement helping in the experimental pursuits, which were particularly attractive to a boy of his scientific bent. He was privileged to follow in the footsteps of a worthy father, who provided him with a small melting furnace in order that he might gain practical knowledge at an early age of what was intended from the first to be a career in the steel-making world. At the age of fifteen the boy went into the laboratory of his father's works, intending to specialize in that department. His father was unable, after a year or two, owing to ill health, to bear on his own shoulders unaided the burden of conduct-

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in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

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IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

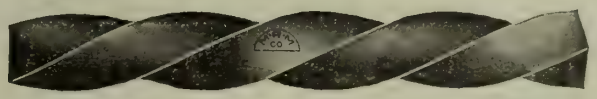
Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

ing the ever-increasing business, and more and more this duty devolved upon the son. For some five years before Mr. Hadfield died his son had charge of the works, and when the concern was turned into a limited liability company he took the position of chairman of the board and managing director. Then there were 600 men employed; now there are between 4,000 and 5,000.

The distinction which Sir Robert has gained by his researches and experiments in metallurgy may be described as world-wide. Whilst still a young man, he obtained by sheer merit a foremost position amongst engineering and metallurgical pioneers, his energy and inventive skill lending to his work as an independent investigator a special value. Typical of the verdict of science on his labors is the tribute of H. M. Howe, in his authoritative work, "The Metallurgy of Steel." "The thoroughness in which its discoverer has examined it, and especially the modesty with which he has described it, and the candor and impartiality with which he has laid stress on its shortcomings, command admiration."

R. A.

The old J. M. Ross, Sons & Co. factory, St. Catharines, which was left on the city's hands when that concern became defunct, will be reopened in a short time for the manufacture of heavy machinery, the council having entered into an agreement with William McKim, Toronto, who has taken the property over.



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The first requirement of a reinforcing bar is a high elastic limit. This feature our **COLD TWISTED BAR** possesses to a greater degree than any other concrete bar. It has an

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We make all sizes, ¼" to 1¼" in lengths from 6 to 38 feet.

THE MONTREAL ROLLING MILLS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc

Municipal Undertakings.

Lindsay will extend its sewerage system.

Cardwell, Ont., wants a waterworks system.

A sewage disposal plant site has been chosen at Toronto.

The Thorold waterworks system is now in working order.

Extensions will be made to the water works system at Vancouver.

A successful test was made of Victoria's high pressure main.

Calgary proposes greatly extending its waterworks system next year.

The gas from Innerkip will be piped to Berlin, Plattsville and Hamburg.

Palmerston's waterworks system will be completed before winter sets in.

The Goat Mountain Waterworks Co. will instal a waterworks system at Preston, B.C.

Detroit capitalists purpose laying a gas plant proposition before Port Arthur and Fort William Councils.

A. W. Glass, Detroit, is asking Goderich for a thirty-year franchise for the establishment of a gas plant.

J. F. Connoly, Toronto, has secured the contract for building a large sewer in Welland, estimated to cost $51,000.

The Winnipeg Board of Control have awarded the contract for a sewer on Pacific Ave. to Dobson & Jackson, at $1,817.

The contract for extensions to the Quebec waterworks has been awarded to the Rexford-Bishop Company, at $21,813.

Dr. A. Groves, Fergus, has written to the Fergus Council, stating that for a thirty years' franchise he would instal a waterworks plant in that town.

A new waterworks by-law whereby petitioners will be able to obtain water and sewerage connection on request will be submitted to Lindsay ratepayers in January.

A highly successful test of the new wells at the Listowel waterworks was made recently the flow of water from the wells being even greater than was expected.

W. E. Skinner proposes spending $1.000,000 in establishing a steam heating system in Winnipeg if the council grants him permission to lay pipes in the streets.

Galt & Smith, Toronto have prepared a report for the Tottenham Town Council on a possible waterworks system. The scheme, if adopted would call for an expenditure of $25,000.

Two money by-laws were voted on recently at Orillia. One of $10,000 for waterworks extension, carried by 111 majority. The other, $30,000 for the completion of the power plant, carried by 126 majority.

The Chatham Water Commissioners at a recent meeting discussed the project of extending the water mains to every part of the city. The completion of mains will, it is estimated, cost $10,000.

The Hespeler Town Council has let the contracts for the fire protection pipe line. The excavating and back-filling will be done by the Concrete Engineering and Construction Co., Toronto, and the pipe and castings by the Gartshore-Thompson Co., of Hamilton.

Industrial Development.

Miller's sawmill at Pokiok, N.B., has resumed operations.

Larose & Larose will start a sash and door factory in Montreal, P.Q.

Brayden & Johnston will erect a sawmill at Canoe Creek Siding on Salmon Arm, B.C.

The Canadian Pacific Lumber Co.'s large sawmill at Port Moody, B.C., is now in full blast.

The Nipissing, Ont., planing mills have changed hands and will resume operations shortly.

W. J. Ross intends to build a large warehouse in the rear of the Ross Block at Fort William.

There is a possibility that John Kelley, Toronto, will establish a new clothing factory in Owen Sound.

C. J. B. Anderson, late of Calgary, is erecting a factory for making fruit boxes at Mill Creek, B.C.

McWhinney's shingle mill at Ebburne, B.C., has resumed operations, turning out 50 000 shingles per day.

Sealed tenders are asked for the erection of certain buildings in Brandon, for the Brandon Gas and Power Co.

The Rideau Stone and Plow Company Smith's Falls, Ont., will build a distributing warehouse at that town.

Durham, Ont., Council has been approached by a manufacturing firm with a view to starting a stove foundry.

The Canada Furniture Co.'s factory at Woodstock Ont., has started operations again with a full force of hands.

The new furniture factory being erected by S. W. Oke, in East City, Peterboro, is rapidly nearing completion.

N. Kew has obtained a contract from Austin Burke for the erection of a three-storey brick mineral water factory at Brantford.

E. B. Dennison and Geo. Meyer, of Chicago, will erect a sawmill of 100,000 feet capacity on Smelter Lake, north of Grand Forks, B.C.

The Adams River Lumber Company, which is building a sawmill at Shuswap B.C., will shortly begin work on another mill at Nelson.

The Malcolm Lumber Co. have taken over the business of the Telford Lumber Co. at Fairview, B.C., and are putting up a 50,000 feet sawmill.

It is said that the agents of an Australian syndicate contemplate starting a tar-paper factory to utilize the tar from the refinery at Victoria.

M. J. Scanlon, of Minneapolis, is now completing arrangements for the erection of two large sawmills in British Columbia, at a cost of $750,000.

J. Guthrie, of the F. H. Rice Lumber Company, Victoria, will build a large sash and door factory at that place, with a capacity of 2,000 doors per day.

An Ottawa report states that Bayliss & Gow are opening up the J. G. McLaren mill, which has been shut down for some time. They employ fifty men.

The Capilano Timber Company, Vancouver, has been formed to take over timber lands from A.B., S.M., and W. E. Nickey, and to manufacture and deal in lumber.

The Fraser River Lumber Co., Millside, B.C., is making good progress with the rebuilding of its mills on the Fraser River. The daily capacity will be 350,000 feet per hour.

W. H. Cook, president of the Duluth, Virginia and Rainy Lake Railway, purposes to establish a large sawmill and planing and box factory at Fort Frances, Ont.

The Horseshoe plant in connection with the Belleville rolling mills has started operations again with the usual number of men. The nine-inch mill is also now in operation.

New York capitalists have purchased 16,000 acres of cedar timber limits on the north-east side of Vancouver Island for $300,000. They will establish a logging camp this fall and may erect a sawmill.

The erection of a large sawmill on False Creek, is planned by John Hanbury of Brandon, Man., president of the Hanbury Manufacturing Company, owning mills in Brandon and the Kootenays.

The British-America Elevator Co. is preparing to erect an elevator at Laird, Sask., the new townsite west of Rosthern. The machinery has arrived and the lumber is on the way. The elevator will hold about 30,000 bushels.

Hon. L. P. Brodeur, Minister of Marine and Fisheries, drove the last rivet in shed No. 11 of the Montreal Harbor Works, thus completing the steel erections of the fourteen two-storey sheds on the high level wharves.

The marine machine shop of the Great Lakes Dredging Company, situated on Island No. 2, at the junction of the McKellar and Kaministikquia Rivers, Fort William, has commenced operations. It gives employment to upwards of 100 men and will doubtless in the near future enlarge its scope and employ a still larger number.

Despite the shut-down of Boundary smelters during the early part of the year, the production for 1908 is now nearly the same as at the corresponding period of last year. The total output to date is 1,332,854 tons as against 1,364,271 tons a year ago. A good many properties are being opened up over all the districts.

News of the Paint Trade

PAINT STORE'S APPEARANCE.

We have all been told how necessary it is to keep a paint store bright and clean, for the reason that cleanliness is so intimate with the thought of paint, says the Paint, Oil and Drug Review. We have also heard how it cheapens the class of your goods, no matter whose reputable brand you carry. It must also be borne in mind that when one is setting out for a paint store it is the thought of cleanliness that he has on his mind. He has been dissatisfied with the unclean appearance of this or that and his pride has been scratched. The ideal thought in his mind is neatness. He is also like the man who has just had his shoes shined who for the first half block notices the shoes of nearly every one he passes. Just so this man of paint thought. He comes in view of the paint store. He can't help but notice the dusty conditions of the windows. He looks in the latter, thinking he'll see what they have on display. The window is confusion, also dirt. The interior from where he is does not look especially prepossessing. Why does he notice these things? Because he is critical. Why is he critical? Because he is pitched up to a high feeling of neatness and is, therefore, impressed by these examples of untidiness. His first thought is against the paint, he doubts if it can be good. Is there another place in the vicinity that he can try? There is. He tries. He gets. The untidy store gets only the look.

The above is all a fact. It is just as natural as the air. One can easily put themselves in that man's place, and imagine himself acting exactly. What we want to ask then is, have you lost any customers like this? If you want to know whether you have or not, just step outside and look in. If you see any dirt on the window, any disordered display in the window, or any dirt thereabout, just bank to yourself that you've lost some trade.

Run No Chances.

Then you want to say to yourself, it's up to me to run no more chances. I must get busy.

Begin with the store front. Put on a new coat. Go heavy with the window washer. Varnish the shelves or paint them white enamel. Treat the counters the same. They are often forgotten, and are most important. Did you ever see a lady unconsciously put her hand on a counter which was only scratched up, and then when she noticed it, quickly withdraw it, as if she thought the counter were dirty? Or have you noticed the more careful ones who always scrutinize a counter before they put their hand on it? And have you ever had anyone do this and not put their hand down on yours? Varnish the floor of the window. Don't paint it. Paint looks cheap. The best make up is hardwood, but if you don't want to put that in, varnish what you have. But very few articles in the window also comes under the head of neatness. Retint the walls and scrub the floor twice. If you've got wall paper on the walls, tear it off. A wall papered store looks too much like home. Calcomine it and see that the color jibes with the woodwork. Have every specialty on display if possible, but not the total amount on hand of every specialty. You'd think some dealers expected to sell forty cans a day of one line the way they stock their display piles. Keep things off the floor, especially small things. The floor is to walk on. A customer likes to walk around and take in your store, not keep their eyes glued on the ground for fear they're going to stumble. It is not pleasant either standing immovable in a three-foot aisle waiting for the package. If you have glass

Floorglaze Enamel

We say it is the best solid color floor finish made. We can prove it, and so can you, in the easiest and most profitable way possible. Stock a sample order, and see how it brings the customer back for more and do not forget the satisfied customer has lots of friends.
10 shades. Write for color card and prices.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

One of the Reasons for Satisfaction

Every **Standard Heater** has a full metal lining passing ENTIRELY around the fuel chamber. This insures proper distribution of air to the burning carbon as well as an even distribution of the heated air. The fire never goes out till the user is ready to put it out and the maximum heat is drawn from the burning fuel

STANDARD HEATERS

are not only made right but also look right. That's half the battle in selling anything.

ASK FOR 1908 PRICES

Ask about the new package for

STANDARD CARBON

The best carriage heater fuel on earth. Made right. Packed right. Get ready for cold weather now. : : :

The Standard Stamping Co.
Marysville, Ohio - - U.S.A.

Phantom Picture, showing the new Carbon Package—every cake in a compartment by itself.

cases, they should shine all the time. The tops of the show cases are good places for can displays. Not more than three or four cans should comprise one of these groups, and they should be small cans, preferably the specialties, like enamels, and stains. It would be a waste of space to singularly speak of all the objects in the store, sufficient to say they all can stand treatment. But do brush up, and at once, or else you are going to keep on losing those critical ones, those that only give you a look and then pass on.

Paint and Oil Markets

TORONTO.

Toronto, October 23.—A fair average trading business is being done this week. On the whole, it is slightly better than the previous week, though some lines are exceedingly slow. Glass and putty and petroleum remain the most active, the other lines being fair only.

In the matter of turpentine, there is a very considerable disturbance at Savannah and Jacksonville, these two points for export of turpentine seemingly trying to rival each other and the dealers at each place are apparently striving to secure the bulk of the trade for export. Prices are lower than at any time since 1901, though last week an advance of 2½ cents per gallon took place at these Southern ports. Since then, however, the market has lapsed again 1 cent, but it does not seem again likely to touch the point at which it stood some days a week ago.

Locally, prices are unchanged from last week's quotations. Competition and even cutting is said to exist among some jobbers in the sale of linseed oil, but trading does not appear to be very much furthered thereby.

GLASS AND PUTTY—Business good, the demand being first-class. If there were to be a few cold days in succession no doubt there would be quite a pressure on jobbers filling orders. All lines of putty are in splendid demand, too. Standard is at $1.65 for bulk and $1.90 for bladders in barrels; special is at $1.45 and $1.90, and pure linseed is at $1.80 and $2.05.

WHITE LEAD—Satisfactory trading is being done, and demand is about equal to a week ago, although for a few days there was very little doing. Genuine is at $6.25; decorators, $6, and No. 1, $5.65. Genuine red lead remains at $4.50 for cask lots.

LINSEED OIL—The linseed oil position remains about the same as for some months past. Local competition, however, amongst the producers is creating some interest and jobbers are offering 10-barrel lots at a cut price. At this season of the year there are not many retail merchants prepared to buy large quantities, and it is too early to expect orders for spring delivery. The single barrel price remains the same as for some weeks past, being for raw 52 cents and for boiled 55 cents, f.o.b., the place of shipment; 5-barrel lots being sold at 50 cents for raw and 53 cents for boiled.

TURPENTINE—A little better in demand than oil is this line. Quotations remain at the old figures: 53c in bulk; 54c in 2-barrel lots, and 55c for single barrels.

STAINS AND VARNISHES—Pure orange shellac is $1.95 and pure white is $2. Orders are small and trading is rather on the light side, though it is expected that the near future will make stains and varnishes a little more active.

MIXED PAINTS—Unchanged prices rule, and a rather increasing business is being done. The winter months, however, do not bring big orders, and in about another month mixed paint selling may be light.

PETROLEUM—Very active describes the business being done this week. Prices are unchanged.

MONTREAL.

Montreal, Oct. 23.—Signs are not wanting that the fall season will probably close with a very fair turnover to its credit. Orders are more numerous, and, what is equally gratifying, more weighty. In consequence a satisfactory tone pervades the paint and varnish trade generally.

The markets are firm, and no change is reported this week. Turpentine and linseed oil have both shown stimulation. Ground white lead holds to its price, and the sagging noted in our last issue has not continued, although the demand is not apparently so good as it should be at this time of the year.

TURPENTINE—There is a tendency to purchase a little more freely, probably owing to the fact that such low quotations are prevailing. Colder weather may see a hardening in prices. With conditions firm, turpentine continues to be quoted at 54c for single barrels.

LINSEED OIL—Linseed oil is experiencing a very healthy turnover. There appears to be little speculation going on. Prices have kept so steady that buyers evidently consider that nothing is gained by purchasing except for immediate requirements. Quotations are unchanged under firm conditions, and we quote: Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c.

GROUND WHITE LEAD—Contrary to usual expectations in October orders for ground white lead are on the light side. Despite this, however, shipments are sufficient to keep the market firm, and we continue to quote: Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50. These quotations are strictly f.o.b. Montreal.

RED LEAD—Quotations keep steady. Better demand is now in evidence which is likely to be maintained until the close

"I Shall Use Brandram's B. B. Genuine of Course,"

answers almost any painter in Canada when asked as to the White Lead he will use on work where "The Best White Lead" is specified.

The men who "Know Paint" know that Brandram's B. B. Genuine White Lead will give the best results EVERY TIME.

It is the whitest and finest heavy-bodied White Lead in the world.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

Permanent Business in Paints

depends upon quality and nothing else. We have worked hard, and experimented steadily for many years to make paints and colors so good that they would create a demand for themselves among critical buyers. With this high standard of quality in view we could leave nothing undone that would improve our paints in any way.

Moore's Pure Linseed Oil H. C. Paint

is the result of such conscientious, painstaking methods of manufacture. It has by comparisons and actual tests proved itself to be a paint of unusually good covering capacity and durability, and is hard to beat for genuine paint satisfaction. Our policy which means a distinct selling advantage to the dealer, is to offer good paint at the lowest possible price by cutting off all unnecessary advertising expenditure and giving to the consumer the benefit of a lower price for a high-grade paint.

DROP US A POSTAL TO-DAY, THEN
WE'LL TALK IT OVER TOGETHER.

BENJAMIN MOORE & COMPANY, Limited

West Toronto, Canada NEW YORK CHICAGO CLEVELAND

If you are not handling Muresco, write us for prices and cards. It's a sure seller.

Get busy after New Business

Go after the man who is building and the man whose house looks like it needed paint. But be careful which **kind** of paint you recommend to him. He's going to paint **again** some day, and he has many friends who may need paint.

If he buys paint from you that peels, cracks and wears off in a year or so, he won't come back to **you** for paint again. And his friends and neighbors are going to **hear** all about that poor paint. **Play safe—take no chances**—sell him

MARTIN-SENOUR PAINT
100 Percent Pure

A paint that you can recommend as strongly as you like and we stand back of you. Martin-Senour Paint is pure—that is why we can stand back of it—why you can stand back of it—why buyer comes back for more of it. Ask for Government investigation and see where it stands in their test of paints.

You want more good profitable paint business, and we want a few hustling dealers. Let's get together. We don't know who or where you are. If we did—we'd send you some welcome news right now. Won't you **tell** us on a postal—who you are and **where** you **live?**

The MARTIN-SENOUR CO., Ltd.,

Pioneers of Pure Paint

Montreal Chicago

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

of navigation. We continue to quote: Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50 and smaller quantities, $5.50.

COLORS—The coach-building trade has apparently been receiving some good stimulation as fair orders are reported for coach, car, and railway paints. Ochres and mortar stains are in good demand.

VARNISHES—A brisk call now exists for all classes of varnish, which is a good sign that various industrial concerns are busy. House varnishes are moving well, as are baking japans.

WHITE ZINC—In sympathy with the market for decorating material there is a much better call for white zinc than has been experienced for some weeks past. Quotations are unchanged. Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc, ground in oil, pure, 8½c No. 1, 7c; No. 2, 5¾c.

PUTTY—The very warm weather seems to have affected the market for putty and orders have been on the light side. We continue to quote: Standard putty. 800-lb. casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25, f.o.b. Montreal.

POLISH FOR FLOORS.

A good polish for floors may be made by putting a small quantity of spermaceti into a saucepan on the fire, and mix with it enough turpentine to make it quite fluid. Then with a piece of flannel put it very thinly on the floor. It must then be rubbed with a dry flannel and brushed in the same way that oak stairs are polished. This part of the process, rubbing and brushing, takes a long time, if done thoroughly.

Another good polish is made by dissolving half a pound of potash in three pints of water in a saucepan on the fire. When the water boils throw in one pound of beeswax cut in small pieces. Stir it well until the wax is quite melted. When the polish is cold, if it is too thick, add more water; then with a brush paint the boards evenly, and when it has dried rub them with a flannel tied to the end of a broom.

LINSEED OIL FOR LIGHTING.

In an oil refinery at Langelsheim, Germany, linseed oil is bleached by a process in which uviol lamps are employed, and which has been patented by Dr. A. Centhe. The uviol lamp, which has been described in these columns, is a mercury vapor lamp which produces ultraviolet rays in abundance, and is made by a special glass which transmits waves as short as 253 millionths of a millimeter. Twenty uviol lamps are immersed in a tank containing one ton of crude linseed oil, heated to 176 deg F., into which air is simultaneously introduced in fine bubbles. Under the influence of the ultraviolet rays the oil absorbs 1-20 of its weight of oxygen and becomes colorless, brilliant and limpid. The expenditure of energy is 60 kilowatt hours per ton of oil. The air is forced through the oil by a pressure equivalent to 10 feet of water.

PAINTING OVER TAR.

Every painter and user of paints has come face to face at one time or another with the problem of how best to apply oil paint over tar, and there are few who have not experienced difficulties in the process. Tar acids are singularly searching bodies, and further their chemical action on many paint pigments is considerable. Three, five, or even more coats of white lead or white zinc paint are, as a rule, quite incapable of effectively "keeping back" tar from eating its way through, and the painter who attempts to paint a tarred surface white by the ordinary methods, as a rule, lands himself in trouble and expense. There is only one reasonably safe and effective method of dealing with such surfaces, and that is to treat them before painting with a pure shellac varnish.

It is not enough that only a modicum of shellac is present, associated with such proportions of rosin, soft manila or sanderac as are not infrequently found in so-called "shellac" varnishes. The varnish must be a pure spirit shellac varnish similar to what "knotting" should be and seldom is! It cannot be said that even this is an ideal method, owing to the practical difficulties that arise in applying oil paint over a spirit varnish, but it is the only one at present which possesses the merit of even approximate utility, and he would be a rash man who undertook painting work of this description at a cut contract price. Materials of the nature of size and water paint are sometimes recommended as effective substitutes for shellac varnish for the purpose referred to, and it is fair to say that cases arise in which they give satisfactory results. Nevertheless, the risks of failure are greater with them than with shellac varnish.

WRONG KIND OF SPIRITS.

Two farmers met on the road.
"Whoa."
"Whoa."
"Mornin' Josh."
"Mornin', Seth."
"Say, Josh, whad you give your sick horse that time?"
"Turpentine."
"Turpentine?"
"Turpentine."
"Gid ap."
"Gid ap."
Next day they met again:
"Whoa."
"Whoa."
"Mornin', Josh."
"Mornin', Seth."
"Whad you say you give your sick horse?"
"Turpentine."
"Turpentine?"
"Turpentine."
"I give mine turpentine last night an' he died."
"So did mine."
"Gid ap."
"Gid ap."

"Good in Parts"

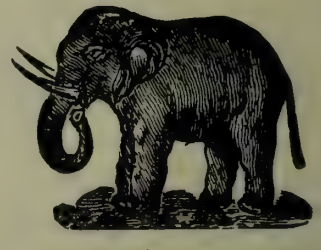
From "Punch"

[Breakfast at the Rectory]

RECTOR: "HOW DO YOU LIKE YOUR EGG—IS IT A GOOD ONE?"

CURATE: "YES, THANK YOU. AHEM—THAT IS TO SAY, IT IS GOOD IN PARTS!"

Some White Lead is good—in parts only. If a White Lead is called for which is good through and through; top, bottom and sides; inside and outside, we recommend the



THE

CANADA PAINT COMPANY

LIMITED

RAMSAY'S No. 98 ENAMEL

Have you seen it? There is not a whiter, a purer, or better covering enamel any place in Canada today, whether made here or some other place. Have you seen our little booklet explaining its qualities? It is pretty! Our painters

proclaim it the best enamel ever produced. So will your painters when they try it. Your painters have heard about it because we sent them our booklet. You should be ready when they enquire about it, to give them information about the highest grade of Pure White Enamel made in Canada. This is not a cheap enamel, it is a high grade, and stands for high grade work. Write us for particulars of

No. 98 ENAMEL

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

$ $ THE QUESTION OF PROFIT $ $

Involves the question of quality. If you sell a customer a paint of inferior quality, its usefulness is quite likely to fail at the time when it is needed most. In that case the buyer blames YOU. In order to avoid such dissatisfaction and consequent loss of trade to you, sell him

NEW ERA PAINT

and turn his criticism into praise. New Era Paint has lasting, durable qualities that keep it on the woodwork in a way that is pleasing to the sight, satisfactory to the customer and profitable to the dealer.

Its price is reasonable—its value great.
Let us send you list of discounts.

Standard Paint and Varnish Works Co. LIMITED

WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

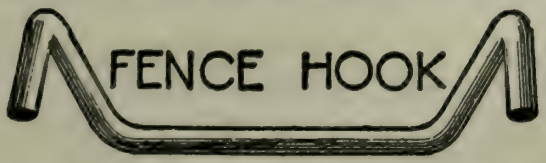
McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

FIRST AID TO SUCCESSFUL SALES

is in having goods whose qualities recommend themselves to the customer. You will find this to be the case with

ELASTICA No. 1 and ELASTICA No. 2

exterior and interior finishes. These goods need no recommendation from us, the finishes themselves offer the best argument in their favor wherever they have been used.

Elastica No. 1 is used for finishing front doors and all classes of housework exposed to the weather. Possesses the greatest elasticity possible in any finish or varnish. Produces a beautiful lustre over natural, painted or grained woods. Dries in free from dust in 10 to 12 hours. Does not mar or scratch white and successfully resists all atmospheric influences.

Elastica No. 2 is especially adapted for hallways, bathrooms, dining-rooms, kitchens, window sills, bar fixtures and general inside housework requiring a finish of extreme durability. Produces a beautiful lustre over natural, painted or grained woods. Is very elastic and will not scratch or mar white. Dries free from dust in 7 to 9 hours.

Write us for prices and further particulars about these popular finishes — there are several profitable inducements in it for you that we would like to tell you about.

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

ISLAND CITY

Paint and Varnish Works

The STRONGEST and BEST DRY COLORS manufactured are produced at our works on St. Patrick St., Montreal. They are superior in every respect to any imported. The largest users know that by buying Dry Colors "made in Canada" they save the duty, and they also know that satisfaction is assured when they get

"Island City" Pure Chrome Yellows
"Island City" Pure French Greens
"Island City" Pure Vermilions
"Island City" Pure Permanent Reds
"Island City" Pure Prussian Blues

P. D. DODS & COMPANY, LIMITED

264 St. Patrick St., MONTREAL

We Hand You

the handiest of Babbitt Metals.

Harris Heavy Pressure Bearing Metal, in round Ingots, is a perfect anti-friction metal. It is the best seller in the Hardware Trade from coast to coast.

WRITE TO US FOR PRICES

THE CANADA METAL CO., LIMITED

TORONTO, ONT.

ARMSTRONG TOOL HOLDERS

The World's Standard

Lathe and Planer Tools

Make one pound of Tool Steel equal ten pounds used in Forged Tools.

Save all Forging and 70% Grinding.

Catalogue free. Tells other advantages of our system.

Armstrong Bros. Tool Co., "The Tool Holder People," 106 N. Francisco Ave., Chicago, U.S.A.

Imitations are Unsatisfactory—Infringements are Unlawful

Perforated Sheet Metals in Brass, Copper, Steel, etc.

All sizes, of Perforations and thickness of Metals for Miners' use.

Grain Cleaning Machinery, Bee Keepers, Malt Kiln Floors, etc.

The B. Greening Wire Co., Limited, *HAMILTON, ONT. MONTREAL, QUE.*

DRY GOODS REVIEW

10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

Less than 4c. a week

There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

Annual Subscription $2.00

THE CANADIAN GROCER

MONTREAL TORONTO

H&R SINGLE GUNS

Enjoy the confidence of the public — your customers

When a man comes into your store to buy a gun he is on friendly terms with an H. & R. That is because of our persistent advertising.

Then when he takes an H. & R. Gun in his hands—examines it, discovers its simplicity, perfect balance, finish and all-round superiority compared with higher priced guns, the sale is made.

Very little effort is required on your part, but in order to enjoy a liberal profit and a growing patronage you must carry H. & R. Guns.

Our catalog tells about our full line and gives valuable selling points. We are now offering our new three-piece gun which we call MODEL THREE PIECE 1908 Built on the same lines as our famous Model 1900, this new gun is taken down in the same manner as a double gun—by pulling off the snap fore-end and unhooking the barrel from the frame.

MODEL THREE PIECE 1908 will be made in 12, 16, 20 and 28 gauge. We shall continue to manufacture and supply our popular Model 1900, with patented hinge pin, and our unequalled small framegun. Model 1905.

WRITE US TO-DAY

HARRINGTON & RICHARDSON BROS. CO.

515 Park Avenue, - Worcester, Mass.

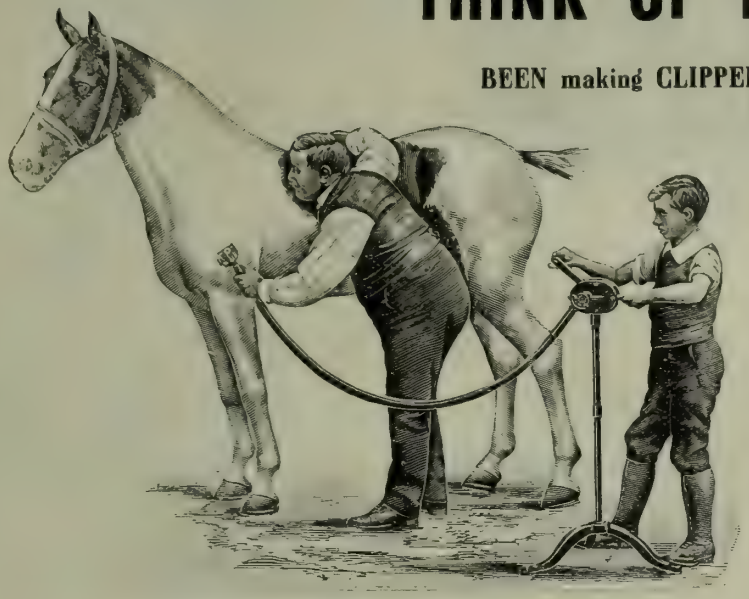
REG. U.S. PAT. OFF. H&R ARMS CO.

WHEN YOU THINK OF CLIPPERS THINK OF BURMAN'S

Horse Clippers,
Barbers' Clippers,
Power Clippers,
and Sheep Shearing Machines.

By stocking Burman's you will please your customers and establish a prestige in your store and then there's MONEY in it for YOU.

Sold by Leading Wholesale Hardware Stores.



THE BURMAN No. 17 POWER CLIPPER AT WORK.

BEEN making CLIPPERS since 1871.

Their CLIPPERS are made for His Majesty's Government. For the India Office and for all PARTICULAR PEOPLE.

Patronized by

H.I.M. The Czar of Russia,
H.M. The King of Denmark,
H.R.H. The Duke of Connaught,
H.R.H. Prince Christian.

Write TO-DAY to your nearest Jobber for information—FREE. Splendid literature supplied the trade.

B. & S. H. THOMPSON & CO., Ltd., Agents for Canada, **MONTREAL**

Star Safety Razor

(The Pioneer)

is conceded by practical cutlers, and millions of users to be the **best Safety Shaving device in the world.** It is in a class by itself, being the **only Safety Razor** having an extremely keen **blade** that is made from double refined Sheffield steel that will **last for years** with practically no expense. It will pay dealers to stock **Star Safety Razors,** for with every sale they make a friend and customer. Why? Because they are giving value for money invested and selling an article that will positively give satisfactory results. (Over seven million have been sold in the past thirty years.)

Write for catalogue and export quotations.

Canadian Representative:
W. R. B. LESLIE
6 St. Sacrament St.,
Montreal, Canada.

KAMPFE BROTHERS, Mfrs.
8-10-12 Reade St.,
New York City, N.Y.

The most satisfactory Food Choppers on earth, considered both from your standpoint and the standpoint of your customers, are without question the

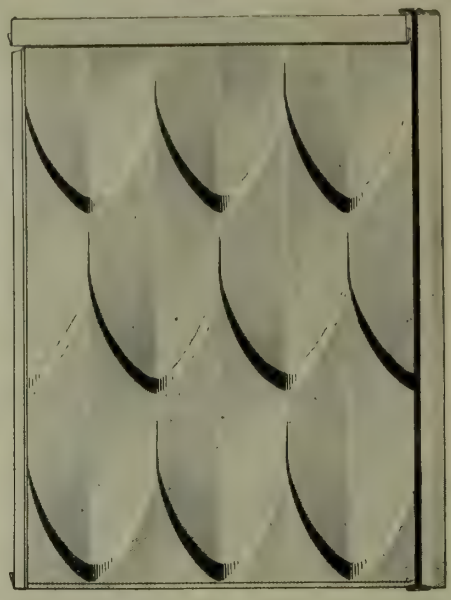
"GENERAL" and the "SHIRREFF" STEEL KNIFE FOOD CHOPPERS

The knives on these truly ideal choppers are self-sharpening, self-cleaning and absolutely non-rustable. They are made in four sizes, and can meet the wants of cottage and mansion like successfully.

Write for Prices and Profits!

SHIRREFF MFG. CO., Limited
BROCKVILLE, - ONT.

The "Galt" Steel Shingle



Not the First Shingle but the first Perfect Shingle.

Handsome, easily laid and absolutely weather tight. Improved side and end locks—no notches and no cleats. Closed valley overcomes weakness of other locked shingles.

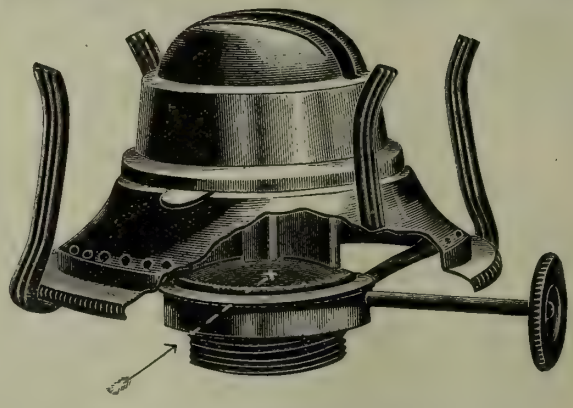
Ask us for catalog, prices and samples.

The Galt Art Metal Co., Ltd.
GALT, - ONTARIO

TALKING POINTS FOR DEALERS

WELL WORTH CONSIDERING

On our BANNER, CANADA, ONTARIO and HICONE Lamp Burners



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire.

OURS DON'T

Manufactured by

ONTARIO LANTERN & LAMP CO., Limited, HAMILTON, ONT.

The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

W&B
TRADE MARK

Canadian Factory and Sales Office :

St. Catharines

Ontario

&
W B
CO
TRADE MARK

Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

LION
TRADE

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BRAND

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
MacGOWAN & CO., Vancouver, B.C.
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

Let Us Send You Samples

of our THREE styles of ready roofing. We feel sure that you'll desire to handle our COMPLETE line when you see the quality of the goods we make. Prices, samples and co-operation suggestions will be forwarded on request.

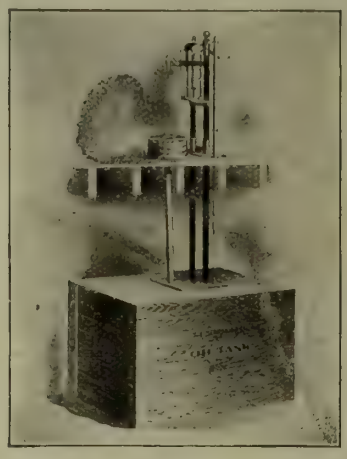
Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

Montreal Branch - - - 327 St. James Street, Montreal, Que.
General Supply Co. of Canada, Limited { 219-221 Bank Street, Ottawa / 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - - - Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - - - Vancouver, B.C.
Imperial Export Co. - - - - - - - - - - Toronto, Ont.

Saves Money at Every Point



Cut 1
Cellar Outfit

The Bowser Self-Measuring Oil Tank prevents the loss or waste of a single drop of oil—and oil is money.

The Bowser enables you to wait on customers in one-tenth the usual time—and time is money.

The Bowser eliminates almost all the labor usually required to care for the oil—and labor is money.

When you realize that you are now actually losing the money which the Bowser would save for you, can you afford to be without one?

Write us for catalog 5444. It is free.

S. F. Bowser & Co., Limited

66-68 Fraser Avenue, - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.

"NEVERSLIP ANCHOR WEDGE"

It matters not whether the handle is old and shrunken, or new and green, the "NEVERSLIP" will make it as secure as if it were part of the head itself—virtually one piece with the metal.

Tools with a firm handle perform their work better, last longer and give better satisfaction

Used by many of the largest hammer and hatchet manufacturers.

Anchors firmly at any point it stops.

Made in many sizes.

Send for terms and prices.

NEVERSLIP ANCHOR WEDGE CO.
AUBURN, N.Y.

Canadian Representative, W. F. Canavan, 13 St. John St., Montreal, Canada.

Three-Wheeled Farmer's Wagon and Stock Scale

Capacity 2,000 lbs. Platform 24″ x 36″.

This scale is especially adapted for farmers to weigh their stock on. By placing a simple home-made platform across this scale, 3 ft. x 6 ft. or so, the farmer can weigh his horses, cattle or hogs on it, and in that way he can tell just what they are gaining in weight from week to week, and know if he is getting proper returns for his feed.

WRITE FOR PARTICULARS AND PRICES

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONT.

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

No Bend! No Break!

The reason why the "Dillon" Hinge Stay Field Fences are in such steady demand is because the farmers find in them all the qualities that a good fence should have, besides one other feature that is only found in the

"DILLON" HINGE STAY FIELD FENCE

—the hinge stay. The elasticity or "spring" which this simple idea gives to the wire strands effectually prevents breaking from sudden shock or strain.

Let us send you our catalogue full of hard facts about the "Dillon" Fence.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Atkins Silver Steel Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

What's in a Name?

Our name and trade mark, the gothic letter "C," on a box of Horse Shoe Nails, is a guarantee assuring you of the results of over forty years' experience. It means the best Material, Process or Designs. ¶ Standard prices to Horseshoers throughout Canada with a fair profit to the dealer. If interested, write us to-day.

Canada Horse Nail Company, Montreal

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

GILBERTSON'S COMET

Backed by a GUARANTEE

That is what we have behind COMET Brand GALVANIZED SHEETS.

Then the name GILBERTSON has been identified with all that is high grade in galvanized sheets for so many years that GILBERTSON and COMET mean safety and security. Let me tell you about it.

ALEX. GIBB, - 13 St. John St., Montreal

Sole Canadian Agent

W. GILBERTSON & CO., LTD., Makers, Pontardawe, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

SEYMOUR SHEARS

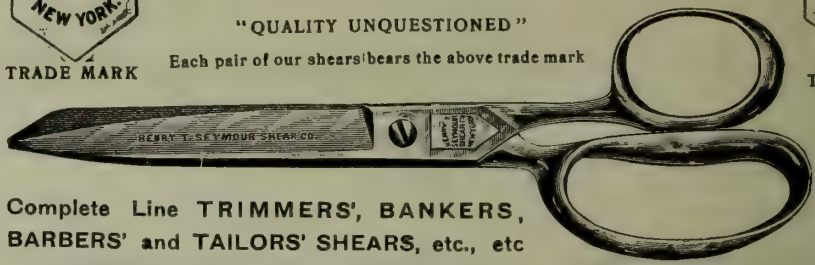
HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



HENRY T. SEYMOUR SHEAR CO. NEW YORK.

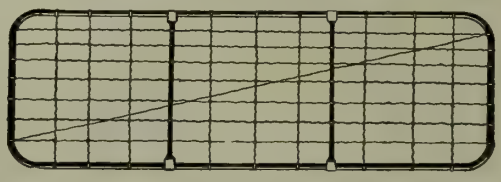
TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



A GUARANTEE

Were not this gate perfect we could never have sold the number already placed—hundreds of thousands—to railways, farmers, etc. These sales are a guarantee of excellence.

Prices on application

OTTAWA WIRE FENCE & GATE CO., 164 Bank St., OTTAWA
Wire Goods Makers
R. W. Grant - - - - - - - - - - Manager

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

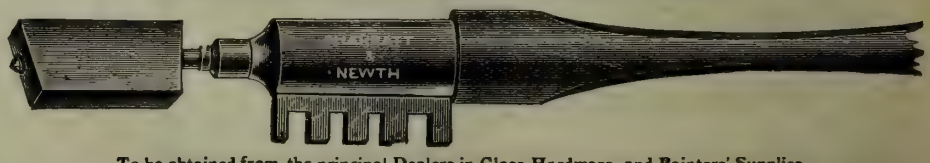
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

When writing advertisers kindly mention having seen the advertisement in this paper.

"BUSTER BROWN"

is the name of the finest line of Children's Express Wagons ever offered the trade. Besides making a strong durable and attractive toy, they can be made very useful around the house, store or home. They are made in several sizes, every one of them being a marvel of value at its price. No. 1, 1A, 2 and 3.

Prices gladly quoted you

The Woodstock Wagon & Mfg. Co., Ltd.

Makers of Woodstock Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs.

ESTABLISHED 1850.

JOHN HASSALL, INC.,

RIVETS,

ESCUTCHEON PINS,

SPECIAL WIRE NAILS.

OFFICE, 183 LAFAYETTE ST., NEW YORK

WORKS, CLAY AND OAKLAND STS., BROOKLYN

IN ALL METALS.

Covert New Patent Breast Chain

Just what every teamster is looking for.

Adjustable to any length. Harness Snaps, Chains, Wagon Jacks, Rope Halters, etc.

Sold by all leading Jobbers. Sizes 28, 32, 36, 40, 44 and 48 inches.

Manufactured by

COVERT MFG. CO., - TROY, N.Y.

Do You Want Anything?

Try a Condensed Ad. in Hardware and Metal, it will get you what you want. Two cents a word first insertion, one cent a word each subsequent insertion.

YOU WANT MORE BUSINESS

No matter how busy you may be, you could stand more business, couldn't you, Mr. Dealer? That's the way with most men, anyway. Why not push the roofing business? We have an immense stock of leading lines to supply you with, and our prices for quality have been declared unequalled in Canada. Have you ever handled our "Genasco" Ready Roofing?

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

October 23, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson' ....per lb....	0 09½
Hallett'	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 60
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER. Per 100 lb.

Casting ingot..........	14 50	14 00
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz......		21 00
Plain, 16 oz,, 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base................		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 45	2 50
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 45	2 60
All bright "	3 50	3 60
Galvanized—	**Dom.Crown.**	**Ordinary.**
18x24x52	4 45	4 35
60................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 55	3 65	....
22-24 ..	3 95	3 80	3 75	4 05
2	4 20	4 05	4 15	4 30
2½........	4 45	4 30	4 35	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. .... " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2 ..	....	18 75
Middlesboro, No. 3 pig iron..	18 50	20 25
Summerlee, No. 2 " ..	20 00	20 25
Carron No. 1	22 50	....
Carron ,special......	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron........	32 00	32 00
Angles................	2 60	2 65
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel...........	1 90	....
Sleigh shoe steel............	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign).. .	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 25
Sheet cast steel......	0 15	0 15
Toe calk steel...............	2 40	2 75
Mining cast steel....	0 07½	0 08
High speed	0 60	0 65
Capital tool steel............	0 60	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08½
Corona tool steel....	0 06½	....
Silver tool steel.............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $32 50 32 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C,14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel—

I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	6 75	7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	....	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.......	3 60	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 01
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra.

SHEET ZINC

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 30 and 2. Toronto, 30 and 5.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10½	0 09¾
Heavy red brass....	0 10½	0 10
" yellow brass	0 08½	0 08½
Light brass................	0 06	0 06
Tea lead.......	0 02½	0 02½
Heavy lead................	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No.1	12 00	14 00
Stove plate................	11 00	10 50
Malleable and steel	9 00	8 00
Old rubbers....	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 65 per cent.

Cushion work, 50 per cent.

Fuller work, 70 p. c.; No. 0 and 1 basin cocks, 75 p.c.

Flatway stop and stop and waste cocks 60 and 10 per cent.; roundway, 50 and 10 p c.

J.M.T. Globe, Angle and Check Valves, 50; Standard, 60 per cent.

Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.

Kerr Jenkins' disc, standard valves, 60 and 10 p.c.

Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.

Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.

Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.

Kerr N. P. Union elbows, 75 and 5 p.c.

J. M. T. Radiator Valves 55; Standard, 65; Patent Quick-Opening Valves, 70 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " ...... "	1 70
No 7 Fuller's...... .... "	2 00
No. 4½, " .... "	2 10
Patent Compression Cushion, basin cock, hot and cold, each..........	$1.2
Patent Compression Cushion, bath cock, No. 2208, each................	2 35

Square head brass cocks, 50 ; iron, 60 p.c.

Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon.Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on January 1, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.

Furnaces—45 per cent.

Registers—70 per cent.

Hot Water Boilers—50 and 10 per cent.

Hot Water Radiators—55 p.c

Steam Radiators—55 and 2½ per cent.

Wall Radiators—50 and 5 p.c.

Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.

Lead waste, 30 p.c. off.

Caulking lead, 4½c. per pound.

Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch........	2 03	⅛ inch........	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 48
½ "	3 56	½ "	4 71
1 "	5 11	1 "	6 78
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 95
4 "	33 48	4 "	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.

Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 55 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.

7 and 8-in. pipe, 40 per cent.

Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ .... per lb.	0 35	0 40
2-lb. or over .... "	0 30	0 32

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19½
Wiping.......................	0 18	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked.......................	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead.........................	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green"	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons..........	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

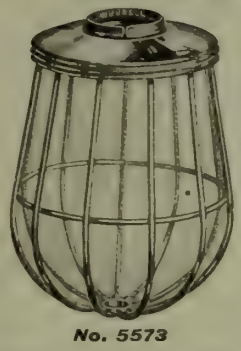
PARIS GREEN.

Barrels..........................	0 24½
25-lb. drums................	0 25½

PIGMENTS.

Orange mineral, casks........	0 09
" " 100-lb. kegs	0 09½

HUBBELL LAMP GUARDS



No. 5573

THE GREATEST LAMP PROTECTION
THE LEAST LIGHT OBSTRUCTION

NOTE THE SCREW CAP

Unsurpassed for simplicity. Intersecting wires are electro-welded.

APPROVED BY UNDERWRITERS

The R. E. T. PRINGLE CO., Limited

MONTREAL - WINNIPEG

PREPARED PAINTS.

	Quart	can
Barn (in bbls.)	0 65	0 90
Sherwin-Williams paints,		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 20
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

Bulk in bbls	1 65
Bladders in bbls	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15
Pratt's astral "	0 17½
Castor oil, per lb	0 09½ 0 10½
Motor Gasoline single bbl's	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 54 0 55
Linseed Oil, " raw	0 50 0 51
" " boiled	0 53 0 54

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	5 50	6 25
Decorators Pure	5 85	6 00
No. 1 Canadian	5 15	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
" Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toront . List 30 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 55

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture extra		1 15
" " No 1		0 90
" union		0 85
Light oil finish		1 30
Gold size japan		2 00
Brown japan		1 00
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Flattine floor finish, per gal		3 00
Elastica exterior finish, 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2.25.

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, bris., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
"Iron Clad" cotton		2 10
Iron Clad" paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x3", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	" 9 95	1 65
English	" 2 00	4 00

Chicago and Reliance Coil 25 per cent

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in	per 100 lb.	4 75
over 12 in	"	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00
Wrought hooks and staples—		
¼ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional	per 100 lb.	2 20 2 40
Solid	"	1 50 1 75

SASH CORD.

Per lb	0 25	0 26

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 10

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German	per doz.	7 00 9 00
American	"	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11½
S. & D., " 6	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33	each	1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack	per doz.	1 10 1 20
Canadian sledge	per lb.	0 07 0 08½
Canadian ball peen, per lb.		0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,		1 25 3 75
Lignum Vitae	"	3 25 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen		6 00 9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz....... ... 1 00
Ivory, No. 1282, 2 foot, each.... .... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Steel, No. 14, 75 and 2½, doz.......... $23 00
Iron, No 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English, ass skin, No. .921, 66 ft., doz. 2 85
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each ... 3 15
Chesterman's, linen, No 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith..........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	

Double strap hangers, doz. sets.... 6 40
Standard jointed hangers, " 6 40
Steel King hangers " 6 25
Storm King and safety hangers 7 00
" " rail................ .... 4 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................ " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in, $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1. f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2 75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net.................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10¾
Hay Budden, 80-lb. and over......... 0 09¼
Brook's, 80-lb. and over 0 11¼
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's........................ .... 0 13½
Berg's, per lb........ .... 0 12½
Brook's.......................... .... 0 12¾
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise........................ 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common ($1 list Per cent.
" " ⅜ and smaller.. 60, 10 and 10
" " 7-16 and up 60
" " Norway Iron ($3 list) 60
Machine Bolts, ⅜ and less .... 60, 10 and 10
Machine Bolts, 7-16 and up.... 60
Plough Bolts .... 55, 5 and 10
Blank Bolts.................... 60
Bolt Ends...................... 60
Sleigh Shoe Bolts, ⅜ and less .. 60 and 10
" " " 7-16 and larger 55 and 5
Coach Screws, conepoint...... 70 and 12½
Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 12½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in.. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 11. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d..........................	3 80	3 25
3d..........................	2 85	2 95
4 and 5d....................	2 70	2 65
6 and 7d....................	2 80	2 55
8 and 9d....................	2 45	2 40
10 and 12d..................	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 25 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads. per lb.
Best thick brown or grey felt wads, in ½-lb. bags $0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............ 0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10gauge.................... 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 60
9 and 10 gauges.................. 0 70
and 8 " 0 90
5 and 6 " 1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 " 1 65
5 and 9 " 1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

CUTLERY AND SILVER-WARE.

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's..............	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

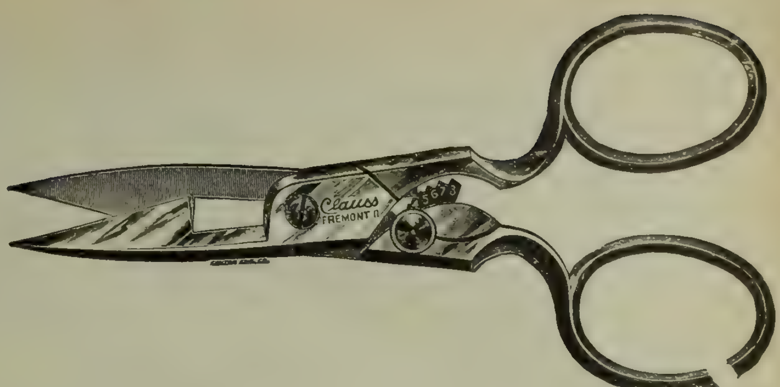
PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Clauss Brand Buttonhole Scissors

FULLY WARRANTED

Our Ratchet Pattern Buttonhole Scissors. Most desirable buttonhole scissors of any on the market. Perfectly adjusted, even and straight cut. Length of cut marked in figures on ratchet so as to gauge size of buttonhole. Ask for discounts.



The Clauss Shear Co., :: :: Toronto, Ont.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.
Can openers, per doz........ 0 40 0 75
Mincing knives per doz 0 50 0 80
Duplex mouse traps, per doz.... .... 0 65
Potato mashers, wire, per doz... 0 60 0 70
" " wood " .. 0 50 0 60
Vegetable slicers, per doz 2 25
Universal meat chopper No. 1.. .... 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 per cent.
Star A1 chopper 5 to 32 .... 1 35 4 10
" " 100 to 103........ 1 35 2 00
Kitchen hooks, bright........ .... 0 60
Toasters, 50 p.c

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized.......... " 1 87 3 85
King, wood.......... " 2 75 2 90
King, glass..... .... " 4 00 4 50
All glass .... " 0 50 0 90

METAL POLISH.

Tandem metal polish paste...... .... 6 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 90
" No. 50, nickle-plated, " 0 95
" handles, japaned, per gross 9 25
" " nickled, " 9 75
Common, plain...................... 4 25
" plated 5 50
Asbestos, per set.............. .... 1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch . ...per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64 7 91
7 inch .... " " 8 18
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz. 1 32
7-inch........................ " 1 48
Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz..................... 3 00 15 00
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6′ to 11′, 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls. $1.70, per 100 sq. ft.; in 50-ft. rolls $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb.............. .... 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland. $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE.

BROOMS.

Nelson's.................. 2 25 3 65
" bamboo.............. 2 95 3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case.... .... 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz.... .... $ 3 00
0 Tubs, " 14 00
1 " " 12 00
2 " 10 00
3 " " 8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops 1 25
Folding ironing boards......... 12 00 16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 8 00
Common doors, 2 or 3 panel, grained only, 4-in., style ....per doz. 8 30
Common doors, 2 or 3 panel, light stair per doz.......................... 10 55

WASHING MACHINES.

Round, re-acting per doz. 60 00
Square " " 63 00
Eclipse, per doz 54 00
Dowswell " 39 00
New Century, per doz 75 00
Daisy............................ 54 00
Stephenson....................... 74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop 1 90
" " 3-hoop 2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. ... 35 00
Royal American, 11 in. .. . 35 00
Eze, 10 in., per doz 36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross 6 00 7 06
Best quality 10 00 12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M 2 25
Small heel .... " 4 50

CARPET STRETCHERS.

American ....per doz. 1 00 1 50
Bullard's............ " 6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse ....per doz. 0 55 1 00
Axle................. " 0 22 0 33
Screw .... " 0 22 1 00
Awning .... " 0 35

PUMPS.

Canadian cistern 1 40
Canadian pitcher spout 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal.............................. 0 09½
Pure Manilla 0 12½
"British" Manilla.................. 0 10
Cotton, 3-16 inch and larger......0 21 0 23
" 5-32 inch 0 25 0 27
" ⅛ inch 0 25 0 28
Russia Deep Sea 0 16
Jute............................... 0 09
Lath Yarn, single 0 08½
" double 0 09
Sisal bed cord, 48 feet........per doz. 0 65
" " 60 feet........ " 0 80
" " 72 feet........ " 0 95

Twine.

Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" " 4-ply 0 29
Mattress twine per lb. 0 33 0 45
Staging " " 0 27 0 35

BINDER TWINE.

500 feet, sisal 0 08¼
500 " standard 0 08¼
550 " " manilla 0 09⅜
600 " " " 0 11¼
650 " " " 0 13
Car lots, ¼c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita ....per lb. 0 25 0 37
Hindostan .... " 0 06 0 10
" slip .... " 0 18 0 20
" Axe.......... " 0 10
Deer Creek............ " 0 10
Deerlick .... " 0 25
" Axe .... " 0 15
Lily white .... " 0 42
Arkansas.............. " 1 50
Water-of-Ayr .... " 0 10
Scythe ....per gross 3 50 5 00
Grind, 40 to 200 lb.,per ton.. 20 00 22 00
" under 40 lb., " 24 00
" 200 lb and over 28 00

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Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,. Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
Taylor-Forbes Co, Guelph, Ont.

Bolts.
Brantford Screw Co., Prantford.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Box Strap
J. N. Warminton, Montreal.

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Coal Chutes.
Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
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Cordage.
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Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton

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Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron

Cutlery—Razors, Scissors, etc.
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Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd, Montreal
Heinisch's, R., Sons Co., Newark. N.J.
Howland, H. S. Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
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Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
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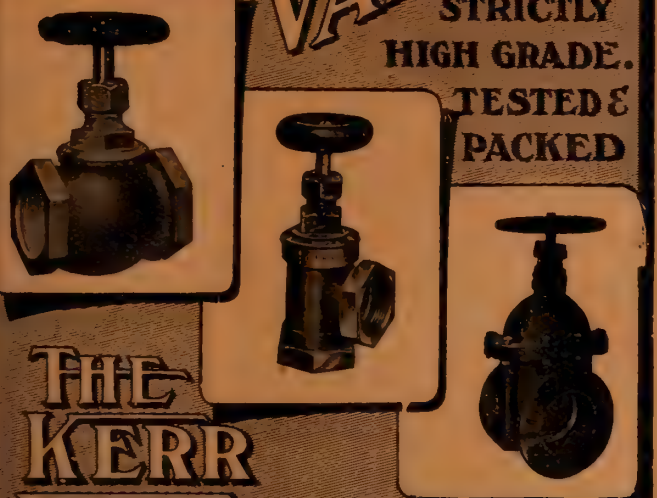

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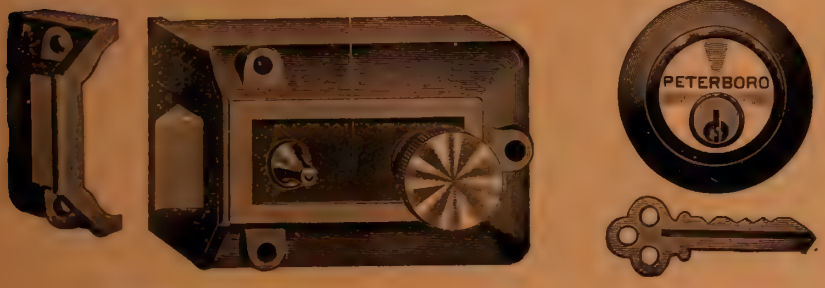

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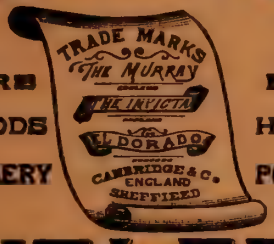

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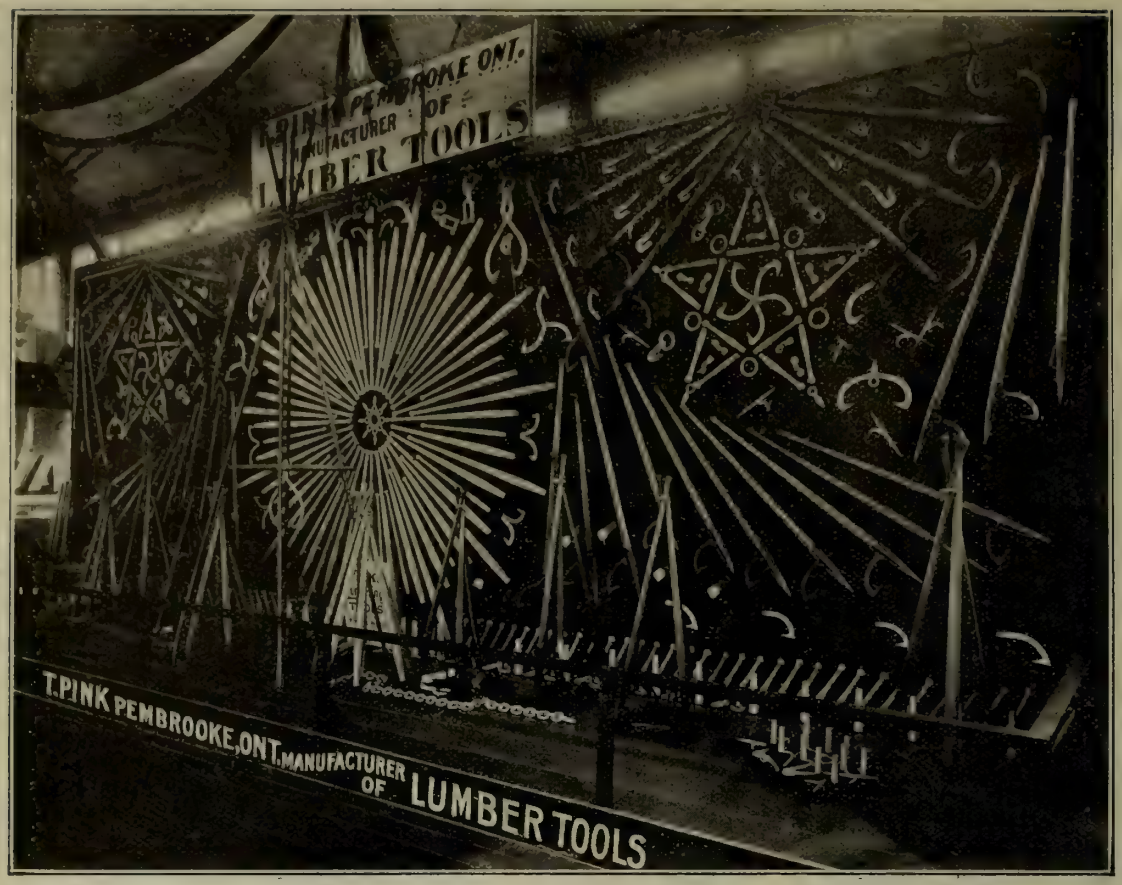

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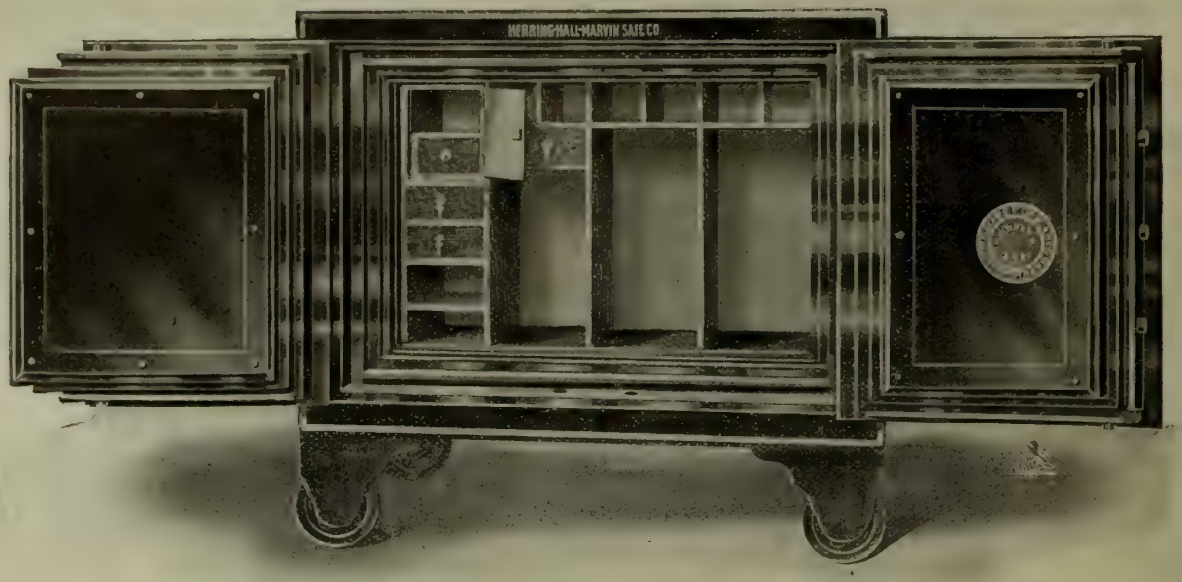

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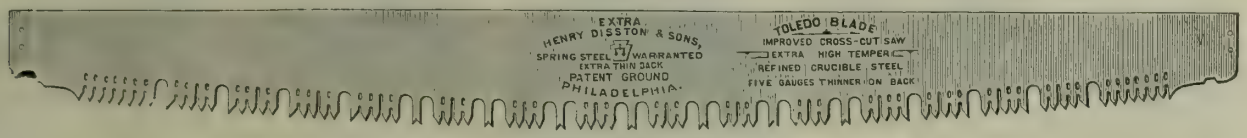

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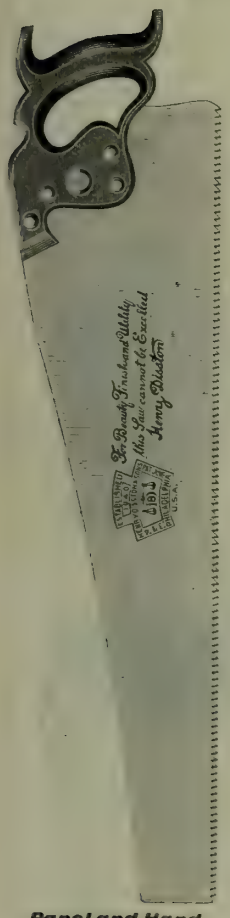

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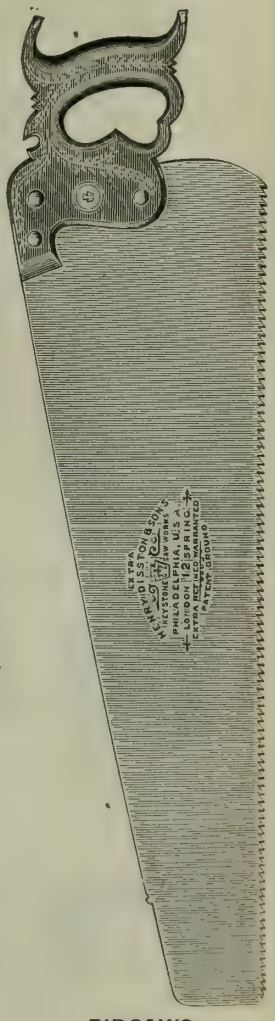

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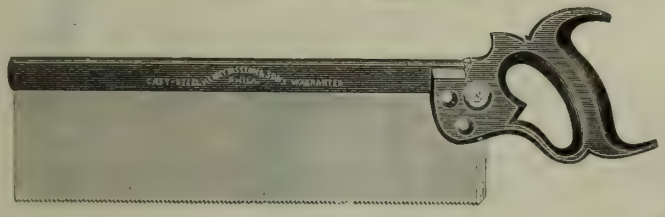

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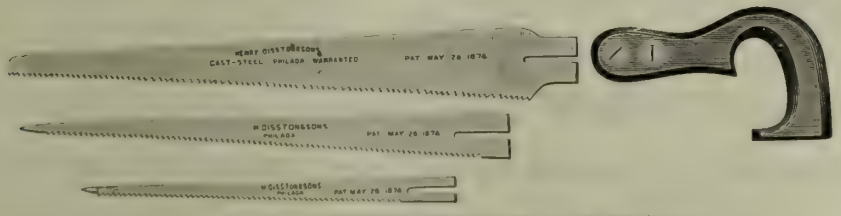

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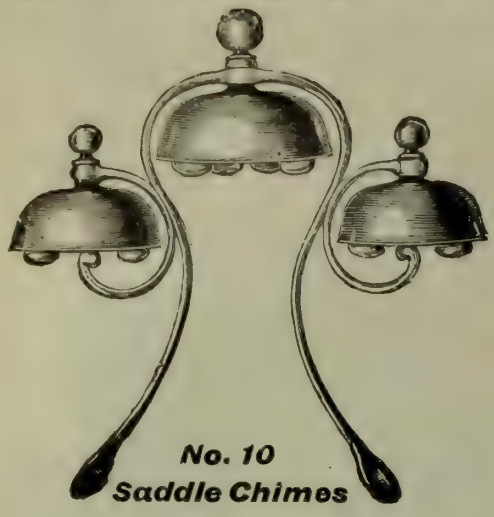

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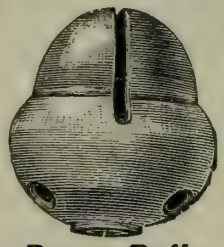
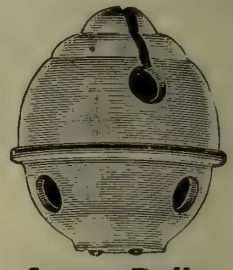
No. 12
Saddle Chimes

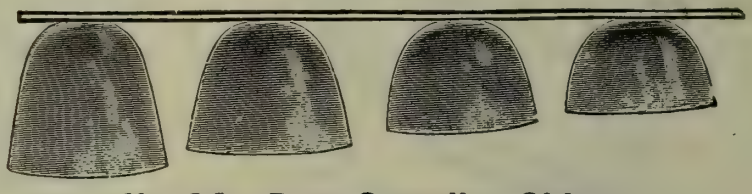


Dome Bells

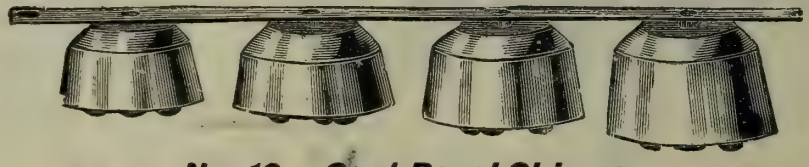
Victoria Chimes



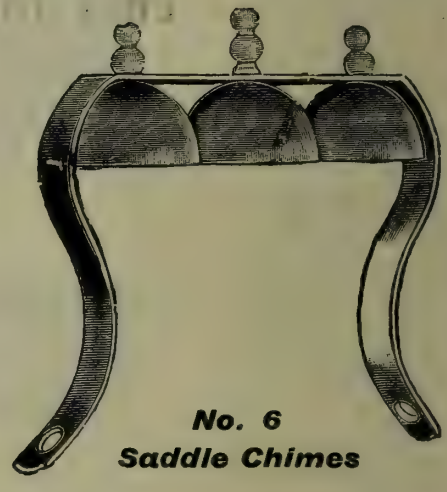
Acorn Bells



No. 24. Deep Speeding Chimes



No. 16. Cast Bevel Chimes



No. 6
Saddle Chimes

WRITE FOR PRICES

Let us hear from you before giving your order. See our general Catalogue for other styles.

Ask our travellers to show you samples and quote prices

F.&W.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

MONTREAL - - - CANADA

F.&W.

Have You Taken Advantage

yet of this opportunity to make money. The chance is one which will not occur again, and you have not much longer to share in the benefits of it. On September 1st we started in to sell 14,000 of these Swiss Army Rifles. We have sold 10,000 up to date, and the remainder will not last much longer.

We will help you to sell these rifles. We will write advertisements for you or send you electros of rifles and cartridges. The facsimile advertisement shows how one of our customers in Woodstock, Ont., is going about to secure the results of his enterprise. Many others are doing the like. Don't you think you had better order a case before it is too late?

A Real Bargain For One Hundred People

A SNAP FOR FARMERS, FARMERS' SONS AND OTHER SPORTSMEN

A $25.00 RIFLE FOR $5.00

Will you be one of the lucky ones? It depends entirely upon yourself. If you act quickly, you will get the best and biggest bargain you ever got in your life, but you must decide at once. I have been lucky myself, and I want to put my friends next. In the language of a promoter, I want to let them in on the ground floor. I have gone in with a number of other dealers and purchased a large number of

Swiss Army Rifles

41 CALIBRE REPEATER, 12 SHOTS

These Rifles were manufactured at one of the best European arsenals. The action is the reliable and quick bolt type used in all military Rifles. The barrel is beautifully rifled and sighted for long ranges and has convenient adjustable sights.

Recommended for men and boys on the farm and for sportsmen on their hunting trips. The Swiss Government paid $25.00 a piece for these Rifles. My allotment consists of just 100 Rifles. After these are disposed of I couldn't get any more if I offered $25.00 a piece for them.

While they last I will sell them

For $5.00 A Piece

If you can't get to town, send your order by letter or better still, telegraph or telephone your order and I will set one aside for you; and if you are not satisfied with it when you see it, you needn't take it.

I could sell 500 of these Rifles, if I could procure them. Will you be one of the lucky hundred?

SMOKELESS AMMUNITION FOR THESE RIFLES WILL BE SUPPLIED AT A LOW PRICE.

W. H. MARTIN,

Sporting Goods Dealer - - WOODSTOCK

Caverhill Learmont & Co

Wholesale Distributors

MONTREAL and WINNIPEG

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL AND TORONTO

WORKS at LACHINE

Annealed Hay Baling Wire and Bale Ties

We have a good stock of nice blue wire— and can make prompt shipments.

also

Wire Nails—Wood Screws—Bright Wire Goods

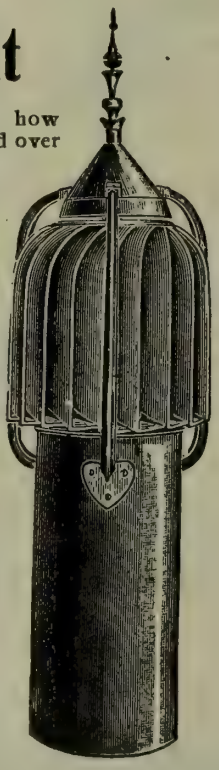
The quality of our goods is equal if not superior to any other make.

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



Aeolian Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED

General Contractors and Manufacturers

MONTREAL

New Style H. & C. Side Wall Register.

BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

HART & COOLEY CO., Booth St., New Britain, Ct.

"Hurd's Axes"

Selling goods is a science just as much and more so than law or medicine. One man succeeds where another fails. The former puts forth an honest effort and believes in what he is selling.

This week we bring to your notice

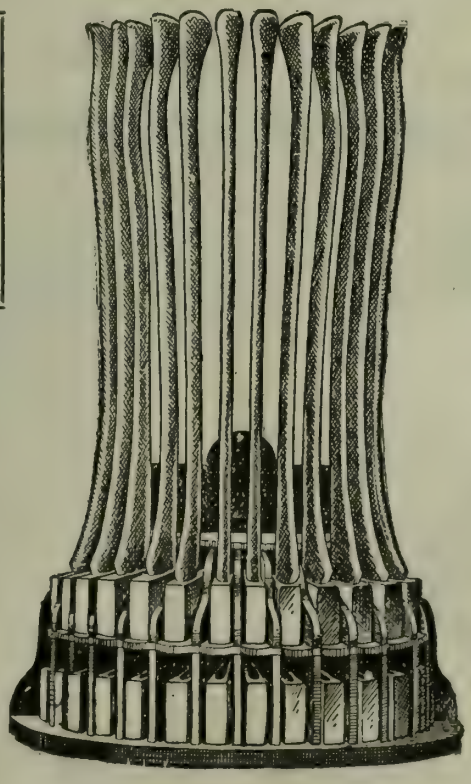
"Hurd's Axes"

and this is the time of the year you place your orders.

We believe that these are the best goods sold in Canada, and we have hundreds of customers that think our way.

We have a letter from a lumber man in the Georgian Bay District who used some of these last year, and his report is that they were the only satisfactory axe out of three different makes he had received and some of them were much higher in price. If you have not bought them in the past do so now.

We know your experience will be the same.



We give ONE FREE of charge with the First Six Dozen order for HURD'S AXES

This is a handy fixture you could put in your store, it takes up very little room and holds a lot of axes.

Prompt attention given to mail orders.

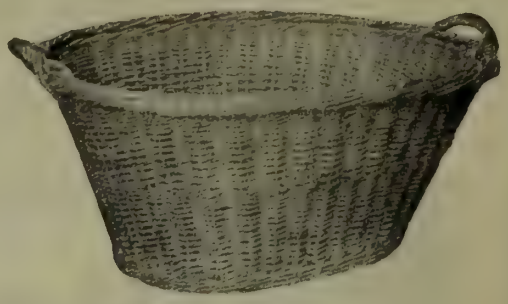
LEWIS BROS., Limited

Importers and Distributors

Ottawa Toronto **Montreal** Calgary Vancouver

ESTABLISHED 1840

Willow Clothes Baskets

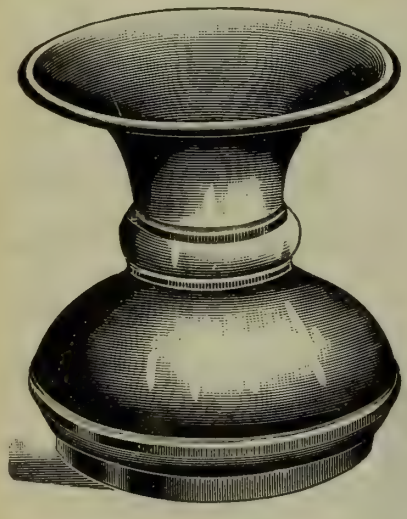


We have them in five different sizes and four different grades.

WRITE FOR ILLUSTRATED PRICE LIST

H. W. Nelson & Co., Limited

Toronto



This cut shows only one of our

Cuspidors

We have them in all up-to-date designs and finishes. Have you seen our new catalogue? Send for a copy. It shows the most complete line of CHAFING DISHES, ALCOHOL LAMPS, COAL SCUTTLES, Etc., Etc.

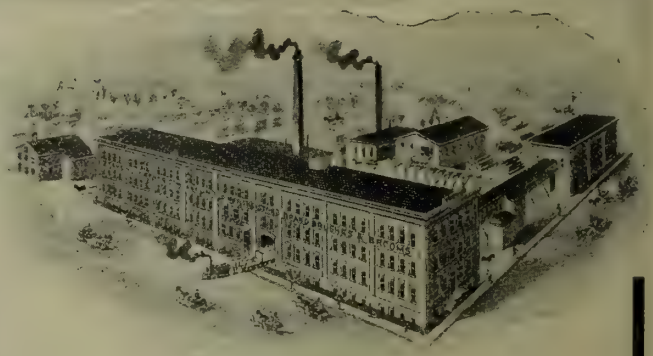
BUFFALO MFG. CO.

BUFFALO, N.Y.

Canadian Representatives:

H. F. McIntosh & Co.

51 Yonge St., Toronto.



THE FACTORY WHERE THE WELL-KNOWN

KEYSTONE BRAND

BRUSHES AND BROOMS

ARE MADE FOR HOME AND EXPORT TRADE.

Stevens-Hepner Company

LIMITED

Port Elgin, Ontario, Canada

It's All the Way

When it comes to selling Skates you can't get beyond the fact that there is practically but one new idea on the market to-day. It's incorporated in the

Automobile and Cycle Skates

The "Automobile" Skate is six to twelve ounces lighter that any other made. The Automobile Skate is made of aluminum alloy and nickle steel.

The "Cycle" Skate is manufactured from specially tempered steel and splendidly plated and finished.

These new Skates have put ginger into the business this year. Selling one pair means that you'll bring scores of customers to your store. They are something new and are better than the best of the other kind.

Write to us for catalogues and particulars. Selling these skates comes easy—you only need to display them.

The Canada Cycle and Motor Company

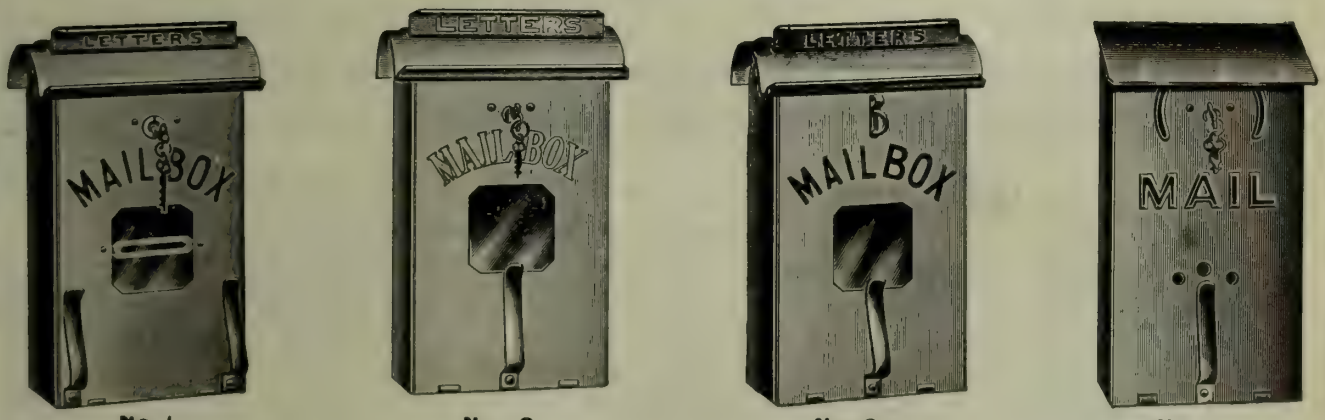
LIMITED

WEST TORONTO

A FULL LINE OF

20TH CENTURY

MAIL BOXES



No. 1 No. 2 No. 3 No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

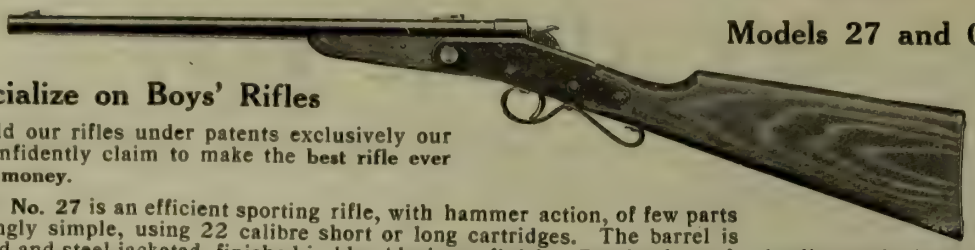
61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

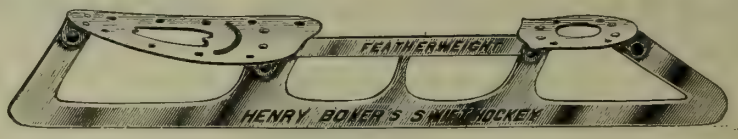
MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

Henry Boker's Skates



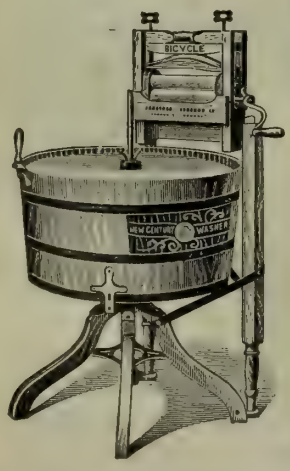
"Swift Hockey" Featherlight

Made for a purpose, and that purpose is swift hockey playing. Best quality welded and tempered steel runners, 3-16 inch thick, with puck stop and strengthening bar, double end heel supports, right and left sole plates. Full nickel plated and polished. For Hard Ice and Speed Skating.

Write for our Free Catalogue *It tells you all about Boker's Skates*

B. TEST REG'D. **P.O. Box 366, Montreal**

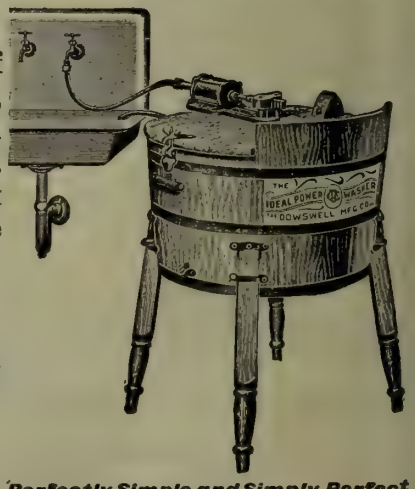
The NEW CENTURY WASHING MACHINE and its ONLY RIVAL



FOOD FOR THOUGHT

If you don't know The Dowswell line of **up-to-the-minute** Washing Machines, Wringers and Churns, you don't know all you ought to know about a good thing. Our Trade Mark is not a big thing to look at, but it is a mighty big thing to help tide over dull times.

THEY'RE SIMPLE and THEY'RE CERTAIN



The Dowswell Mfg. Co., Ltd.

HAMILTON, - ONT.

Agents:
W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Harry F. Moulden, 290 Carry St., Winnipeg, Man.

Perfectly Simple and Simply Perfect

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

CHECK BOOKS

"PLIC BOOKS"
For making carbon copies of your letters and orders. Write for information.
THE CARTER-CRUME COMPANY, Limited
445-447 King St. W., Toronto, Ont.

FEED COOKERS

FEED COOKERS
A good line to handle. Write us for full particulars and prices.
James & Reid, Perth, Ont.

FOOD COOKER
Tank directly over fire heats quick with little fuel. Safe—can be placed anywhere a stove can. Very satisfactory. Used for many purposes. Prices low. write us.
The Steel Trough & Mach. Co. Ltd
Tweed, - Ontario

When writing to advertisers, kindly mention having seen the advertisement in this paper.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

OUR SPECIALTIES
for this month are: Asbestos Stove Pipe Thimbles, Gas Heating and Cooking Stoves Combined, Four Styles Heating Drums, Air Tight Heating Stoves, "Nestable," Four Styles Ash Sifters, Three Styles Toasters and other good specialties, all Hardware Stores.
THE COLLINS MFG. CO., TORONTO.

METAL STAMPING.

STEEL STAMPINGS
We design stampings to replace castings of all kinds. Send sample for estimate.
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

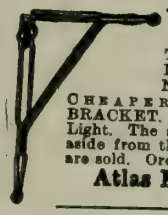
PULLEY BLOCKS & CARGO GINS

On Admiralty List.
Pulley Blocks and Cargo Gins.
Large variety of patterns. Single, Double, Treble and Snatch. For Hemp or Wire Rope. Fitted with Galvanized or Gun Metal Sheaves, Patent Roller Sheaves, or Patent Self-Oiler Sheaves. Best possible workmanship and quality guaranteed. As supplied to H.M. Government. Also Cargo Gins and Ship's Fittings of all kinds.
DAVEY & CO., 88, West India Dock Road
LONDON, E.

RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

TOOLS.

ARMSTRONG PLANER TOOLS Are ALWAYS ready for use.
7 Sizes. Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

ONE
wtth an assortment of Cutters.
EQUAL A DOZEN FORCED TOOLS.

VENTILATOR

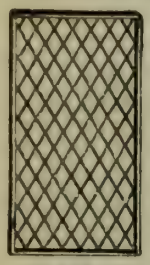
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.
PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

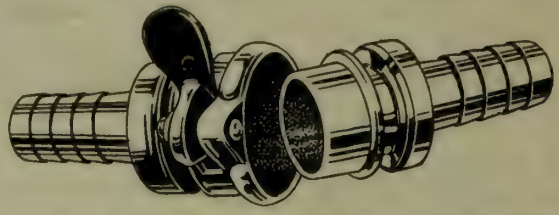
CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.

A Profitable "Connection"

If you want to get connected with a really good money making specialty investigate

THE TIME-SAVER HOSE COUPLER



It is in constant demand by cheese factories, hotels, Iveries firemen, householders, etc. The Time-Saver couples hose sections and makes tap connections without a leak—instantaneouly—by the mere pressure of the thumb. ***Send for price list.***

The Time Saving Coupler Co., Limited
166 Bay Street - - TORONTO, CANADA

When in the market for

GLUES, GELATINES, SIZE, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

PERFECT IN ITS PARTS

In threading, material and finish

"DIAMOND" BRAND FITTINGS

are flawless. Plumbers and steamfitters demand them because of their absolute reliability.

LOOK FOR THE TRADE MARK "DIAMOND"
IT'S YOUR PROTECTION AND OUR GUARANTEE.

OSHAWA STEAM & GAS FITTING CO., Limited
WHOLESALE ONLY
OSHAWA, - CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

Canada Foundry Company, Limited

14-16 KING STREET EAST

Montreal, Halifax, Ottawa, **TORONTO, Canada.** **Winnipeg, Vancouver, Rossland.**

MANUFACTURERS OF

Power Appliances of all Kinds

Complete Power Plants, Steam, Gas, or Electric.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

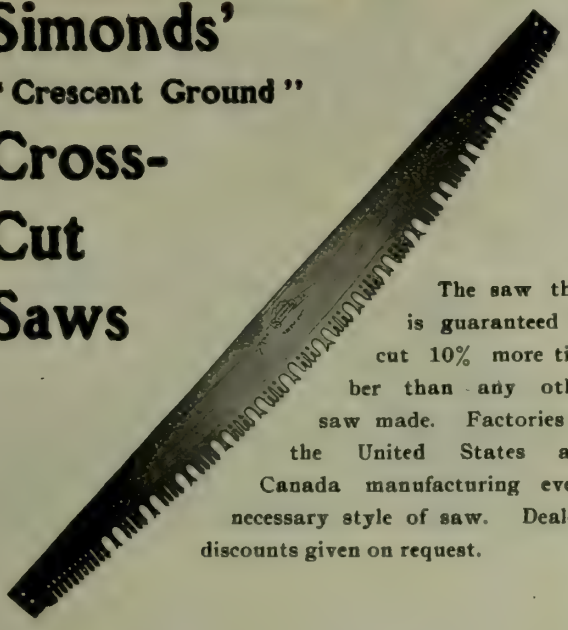
SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

Simonds'

"Crescent Ground"

Cross-Cut Saws



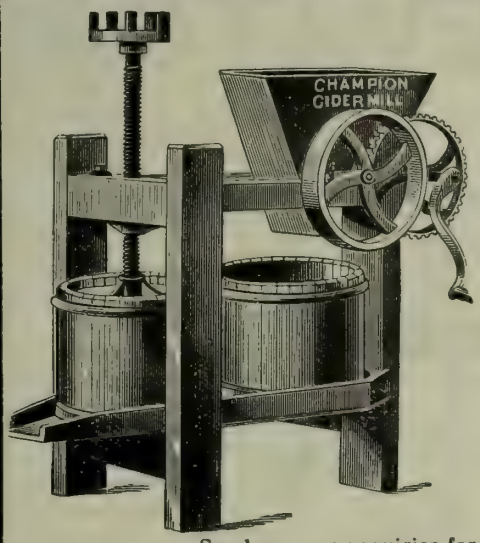
The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Toronto, Ont. St. John, N.B.

Cider Mills and Presses



Order now and be ready for the demand.

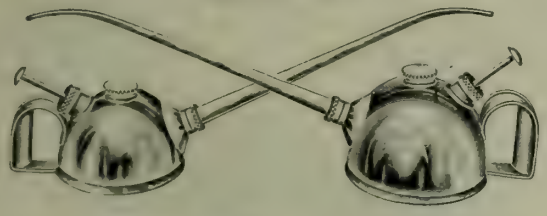
Circulars and prices will be sent by return mail.

Send us your enquiries for

Drilling Machines, Forges, Weeelbarrows, Washing Machines of All Kinds, Butter Workers and Shipping Boxes, Blacksmith's Machine Tools, Wagon Skeins

The London Foundry Co., Ltd.
LONDON, CANADA

Howland Pump Oilers



For sale by all Jobbers in Canada.

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U. S. A.

Hunters' Headquarters

That's the title your store will earn if you stock JOYCE'S ammunition. There's a LONG SEASON AHEAD. Make sure that you keep brands that will be asked for and BRANDS that are known to KILL always. WALTHAMS, IDEALS, NITROS and BALLISTITES. PLENTY OF GAME — Of course, but remember that it takes good AMMUNITION to bring in the GAME. YOU KNOW THE KIND unless you're living in a FOOL'S PARADISE. TO THE UP-TO-DATE DEALER THERE'S NO ARGUMENT. If your nearest jobber does not keep these lines write direct to

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

F. JOYCE & CO., LONDON, ENG. Makers of ammunition for nearly a hundred years.

HAND POWER ELEVATOR

LOAD, 1,500 lbs. CAR, 6 x 5 FT.

$100.00

F. O. B. HAMILTON ONTARIO

We supply drawings and instructions enabling anyone to install.

SAVE
TIME
LABOR
EXPENSE
HANDLING
GOODS
FOR UPPER
FLOORS

Write our nearest office for full particulars.

MONTREAL St. James St. | WINNIPEG McRea Block | VANCOUVER Alexander St. | OTTAWA O'Connor St.

Otis-Fensom Elevator Company, Limited

HEAD OFFICE — TORONTO, ONTARIO

Amatite ROOFING

TRADE B MARK

Weimer Chain & Iron Company, Lebanon, Pa., Roofed with Amatite

FIGURE IT OUT

DEALERS sell Amatite Roofing with their lead pencils. They can prove every time to the hesitating customer that a roofing of Amatite's great weight at Amatite's low price with Amatite's "no paint" mineral surface is cheaper in the beginning and cheaper in the end than any kind of painted roofing.

It's a matter of cold figures—cold facts.

The dealer doesn't have to argue; he only fills out an estimate and lays it before the doubter side by side with the estimate for the roofing that is going to demand painting every year or two and won't last as long as Amatite even then.

Amatite needs no painting.

The mineral surface is better—more permanent than many coats of paint and more satisfactory. The dealer that likes to "stand behind his goods" will be proud of the service Amatite gives. And we, in turn, "stand behind" the dealer, with the biggest advertising campaign in the roofing trade.

The Paterson Manufacturing Co., Ltd.

Toronto Montreal Winnipeg St. John, N.B Halifax, N.S.

IDEAL XMAS PRESENTS

Every tool guaranteed made in England.

NOVEL, GOOD AND USEFUL

To retail at prices within the reach of everyone. Made in 5 sizes viz:

The Schoolboy	15 x 4½ x 2 inches	6 tools
The Student	17 x 4½ x 2 "	10 "
The Apprentice	18½ x 5 x2½ "	15 "
The Gentleman	19 x 5½ x 3 "	18 "
The Household	27x 7½ x 3 ¼ "	22 "

Made only by

SPEAR & JACKSON Ltd. Aetna Works, Sheffield, England

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

LONG LIFE METALS — Copper Hardened

SWASTIKA

LONG LIFE

Copper Hardened

BABBITT

Best Babbitt Value in the World.

Copper Hardened — LONG LIFE METALS

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb. *Write for Booklet*

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

CLOSE PRICES help to CLOSE CONTRACTS

Our exceptionally close prices on ***structural steel*** will give you a decided advantage in securing contracts. Low prices are a strong inducement. There's no getting away from them—they mean money saved. Your local building trade will appreciate this fact and where you bid on a ***structural steel*** job will undoubtedly give you the preference. We are in a position to ship you the very best grade of ***structural steel*** when you want it and where you want it, and supply you with information that will help you to secure contracts.

PROMPT SHIPMENT ***CLOSE PRICES*** ***HIGH GRADE MATERIAL***

Hamilton Bridge Works Co., Limited, Hamilton CANADA

There Must be Real Merit

In a locally made article to have it sell well in its own town.

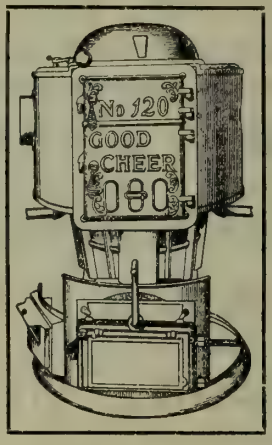
We have the furnace trade of Woodstock, and you can have it in your town—if you handle "Good Cheer" Furnaces. Write our Woodstock or Winnipeg house for booklet and prices.

STEWART FURNACES

must be giving efficient service, judging by the many favorable reports we receive and by the steadily increasing demand. A few of the many users in and about Woodstock are:

Chapel St. School
Thos. Broome (2)
Mrs. Dr. Hill
Jno. Nancekevil
Chas. Rapson
Jno. Bickle
Jno. Sullivan
Mrs. W. Clarke
Jno. Davis
W. Newton
Alex. Clarke
Jas. Stephenson
W. H. Martin
J. L. Wilson (4)
Thos. Athoe
Robt. McIntosh
A. Yeo
Freeman Karn
Mrs. Goodall
Walter Russ
H. Cook
H. Canfield
Jno. Griffin
Wm. Jones
Mrs. C. G. Clarke
A. Muir
Mr. Carr
Jno. Dunn
Mrs. Jno. McCulloch
Jas. Grey
P. Murray
Angus Rose
Jas. Thompson

R. Campbell
C. R. Clapp
J. S. Scarff
J. M. Cole
J. D. Tindall
M. Dawes
Chalmers Church
Miss Farrington
Eureka Planter Co.
Crown Lumber Co.
C. M. Choate



Mrs. Evans
Peter Ross
Jno. Morrison
Mrs. Innis
Mr. Agnew
John Watford
Mrs. Patrick
R. W. Woodroofe (2)
Alex. White
Jno. Thompson
Mrs. Ingersoll
Mrs. Robertson
A. McPherson
Mrs. Pascoe
Mrs. Stillman
N. Lampman
Chas. Schofield
Mr. Ivens
Geo. A. Davison
D. Richards
H. Thompson
A. Gardner
Andrew Nichol
Wm. Copp
J. Maycock
J. V. Wadland
W. J. Wyles
Jas. Moore
Jno. Silcox
New St. Paul's Rectory
A. McKenna
Knox Church
J. D. Hood

The "GOOD CHEER"

(No. 100 Series)

This is our latest and best in the Furnace line.

There are cheaper Furnaces made, but if you must have the kind which will give the required heat, do it economically, and withal be lasting and durable, then this is the Furnace for you.

Our facilities for turning out good work are of the best. The materials we use are all strictly of the highest grade, and our employes are uniformly highly skilled workmen. Woodstock made Stoves, Ranges and Furnaces are consequently well and favorably known abroad as well as at home, and among them the Good Cheer Furnace stands out prominently as a leader in the heating line.

The Jas. Stewart Mfg. Co., LIMITED, Woodstock. Ont.

WESTERN WAREHOUSE, JAMES STREET, WINNIPEG, MAN.

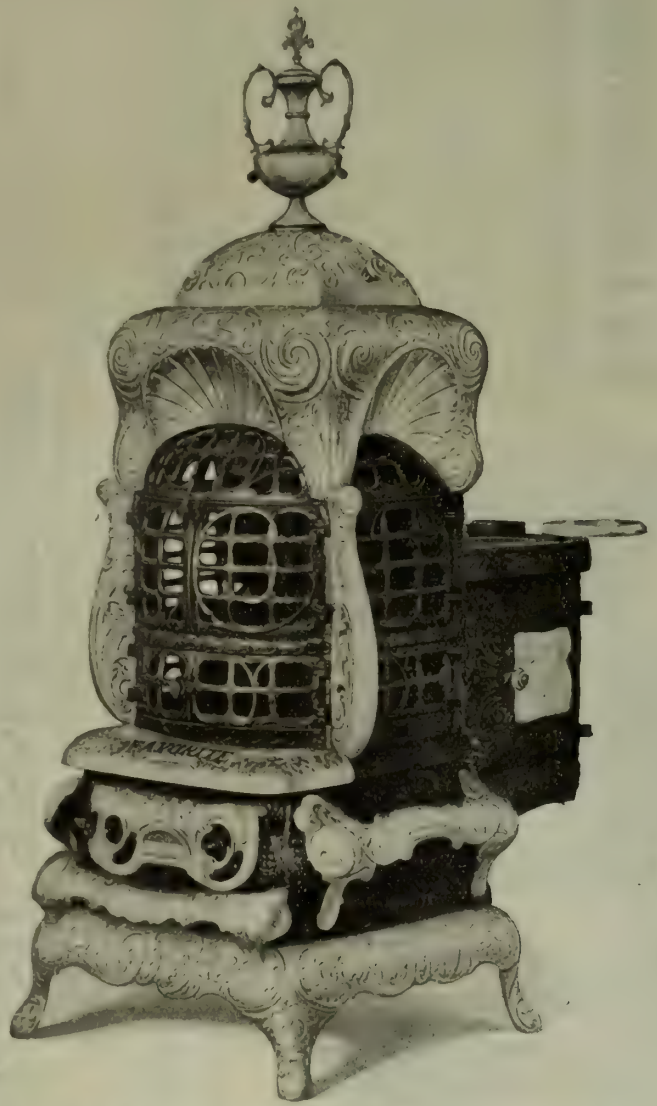
Local Agents, McKiggan & Davison, Dundas St. E.

AUTOS ON THE COUNTRY ROADS

streaked and in the evening, when it comes time to sit out in white frocks and enjoy a well earned rest, our mistress of the household is heard to sigh and remark, "My, how dirty this place is, and it was cleaned this morning."

nard, attended London show on Tuesday.

Miss Davina Thompson of Philadelphia and Miss Eva Munn



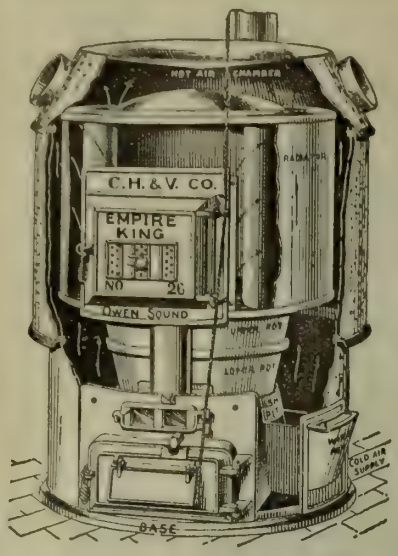
The FAVORITE is the MONARCH of all BASE BURNERS. It is the only THREE FLUE CONSTRUCTION that we know of made in Canada. It will save 25% fuel and give 50% more heat than the ordinary TWO FLUE BASE BURNER

We also make other Base Burners at prices to suit any pocket.

FINDLAY BROS. CO., LIMITED - CARLETON PLACE, ONT.

BRANCH HOUSE—309 Elgin Ave., WINNIPEG.

DISTRIBUTING AGENCIES—TORONTO CALGARY EDMONTON



Furnace Satisfaction

Apart from the shrewd dealer's desire to handle the best furnace, the exigencies of business compel all wise hardwaremen to stock and recommend that particular furnace which yields most satisfaction to their customers. It's an easily-proven fact that "The Empire King" is known throughout the country as the furnace that satisfies. Here are some reasons why

The Empire King Furnace

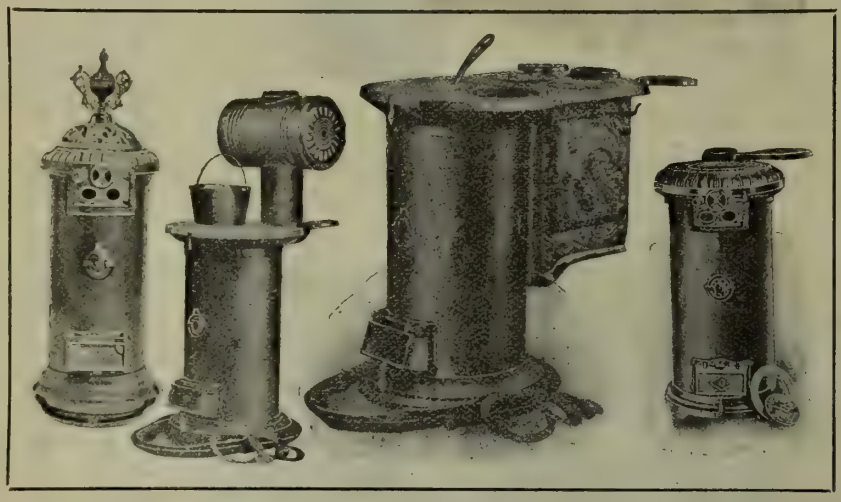
is entitled to that distinction: SIMPLICITY OF CONSTRUCTION—"The Empire King" has few parts, therefore few joints. Furnaces having a large number of parts and complicated flues are trouble-creators and soon become useless. LOW BUILT—A low cellar ceiling does not eliminate the comfort a first-class heating apparatus affords. BASE RING is strong, heavy and solid—a fitting foundation for the best furnace.

Ask for more reasons why you should talk the EMPIRE KING FURNACE.

Canadian Heating and Ventilating Co., Limited

OWEN SOUND - ONTARIO

Selling Agents: Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.



IMPROVED Tortoise

With Shaking Grate

or lined with brick from top to bottom

We are now making the Nos. 3 and 4 sizes with grate and are ready to supply any of the line as illustrated above in these two sizes excepting the low oven.

The JAMES SMART MFG. CO., Limited

BROCKVILLE, ONT.

Eternal Vigilance

is the price of peace in running a furnace. Even then there is always a but———

That's what the average householder will tell you when he has used old-timers, but never after he used the RECORD CALORIFIC.

"Furnace Satisfaction," is the slogan of the Record Company.

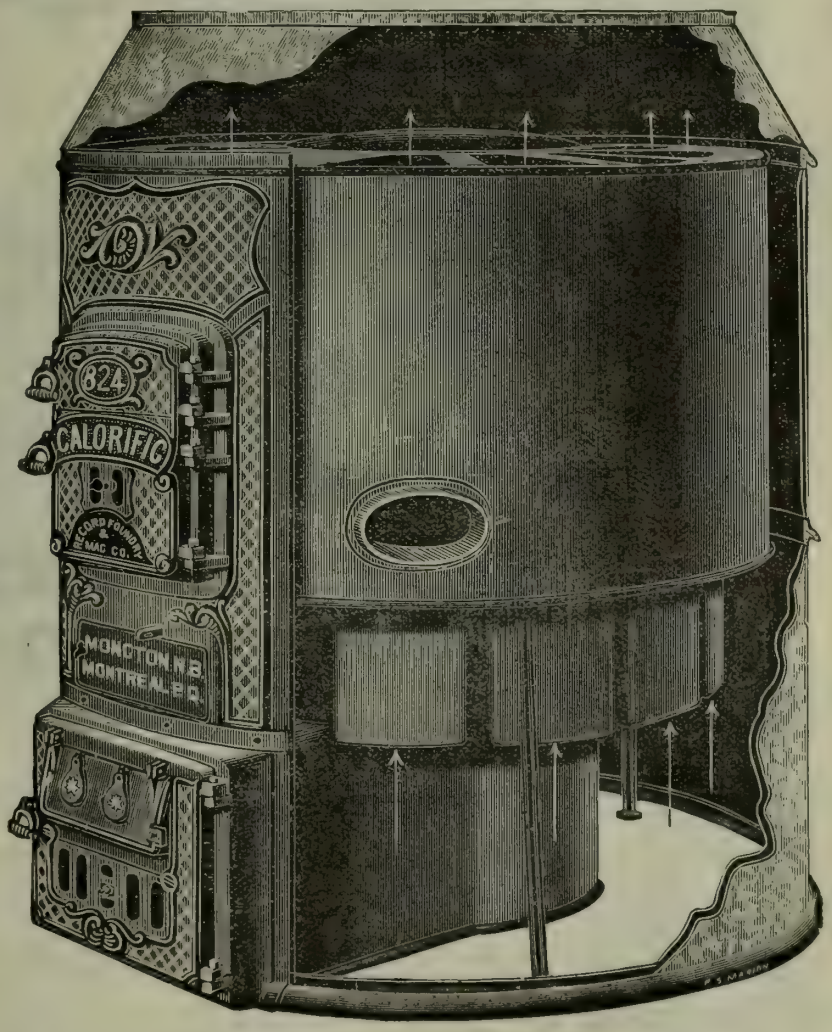
When you buy the "Other Kind," your money says "Farewell Forever."

When you buy the Record Furnaces or Stoves it says "Till we meet again."

Think of ending all that bickering and squabbling over faulty stoves and troublesome furnaces, Mr. Dealer! Your reputation is staked upon the class of stoves and furnaces you recommend.

We keep you from falling down, because our goods are all

"Backed by a Guarantee"



When all's said and done, you must stock the furnace that pleases, and keeps the customer pleased year after year.

Listen to a few good points and then write for our free information.

Simplicity of Construction—The Record Furnace has few parts, hence little trouble.

We have a long list of other reasons why you should talk the Record Stoves and Furnaces.

The Record Foundry & Machine Co.
LIMITED

Montreal and Moncton

Sales Agencies at Winnipeg, Toronto, Calgary, Vancouver St. John's, Newfld.

Our stock of stoves is going fast

The touch of wintry weather during the month made quite a gap in stove stocks. To take time by the forelock and anticipate a heavy Fall trade seems just common sense for the man who deals in stoves. And to meet that kind of demand which requests a stove "right-now" calls for your decision "right-now" as to getting a stock on the floor. We would be pleased to interchange communications with you on the subject

"Why a Dealer Should Get the Famous Line Now."

McClary's

London
Vancouver

Toronto
St. John, N.B.

Montreal
Hamilton

Winnipeg
Calgary

Here are TWO out of MANY

GURNEY-OXFORD Trade-Getters !

BUILT better, fitted with more practical improvements than the range that costs you ten dollars more money and is harder to sell — that is the

OXFORD CANADIAN

THE NEW GRATE

Fuel saved and an always-clean fire certain, because the Oxford Reversible Grate, non-warping, easily removed, with its interlocking teeth, makes the coal burn evenly and without dead corners, and burn completely. Talk this point to any customer and you may be sure the range will make good your claims.

THE PERFECT OVEN

The division flue strip makes the heat come evenly to each pothole and throughout the entire oven—its front will be as hot as its back. This is a strong selling point, you'll find. Range is built of finest dead flat steel, with asbestos armored lining, with expanded metal protection. Eight styles and sizes, to suit every kitchen.

YOU can warrant this range for heaviest service and guarantee it to stand hard knocks and rough usage, and yet do its work better than most high-priced ranges.

THE

OXFORD NUGGET

is a steel cookstove that is simply great value, built most staunchly, with large fire box and flat-shaking and dumping coal grate. Burns wood, too. Four sizes, all square, each with four holes. With or without reservoir. Good seller anywhere.

SEND FOR CATALOGUES

The Gurney Foundry Co., Limited, Toronto

Stocks at **Montreal Hamilton London Winnipeg Calgary Edmonton Vancouver**

"REX HOCKEY STICKS"

Our latest pattern, made of straight grain selected second growth yellow birch. For expert players. Longitudinal serrations on handle ensuring firm grip and preventing stick slipping from player's hand. Double grooved blade, the lower one also serrated. This enables the puck to be accurately shot for goal and strengthens the stick at its weakest point. The word "REX" is covered at Ottawa. Infringers will be prosecuted.

STARR MANUFACTURING CO., Limited

Works, DARTMOUTH, N.S. Branch Office, TORONTO

The "Western" Slop Pail

A Modern Sanitary Pattern

CAPACITY—16 QUARTS

Strongly made and attractively neat in appearance. Cannot leak, as body is made entirely seamless, with an extra heavy coat of galvanizing, and is finished by being neatly banded with stripes of bright red.

Can be sold either with or without commode attachment

Ask our travellers about it and try a sample dozen

You'll find them trade winners

MADE BY

The Thos. Davidson Manufacturing Co., Limited

Montreal and Winnipeg

"Nothing New Under the Sun"

A proverb which our latest catalogue has made sit up and take notice.

McDougall Pumps

are Standard Pumps. New styles are shown but the old quality still is to the fore.

"Aremacdee" is a guarantee

The R. McDOUGALL CO.

Galt, Canada LIMITED

LACKAWANNA FURNACE

LACKAWANNA
A Very Powerful and Economical Furnace

Built Like an Engine and Works as Perfectly as One

The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

A good horse will sell for more money than a poor one, so will the **Lackawanna**, because the value is there.

BUTTERWORTH & CO.

Limited

OTTAWA - ONT.

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO
MONTREAL
HALIFAX
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

LOW PRICES HIGH QUALITY NO DUTY

These are the three advantages which the Canadian hardware trade are offered by us. Why pay duty on imported abrasive goods? Our **Emery and Corundum Scythe Stones,** Razor Hones, Knife Sharpeners, Axe and Slip Stones, Grinding Wheels, etc., are the best made.

Catalogue Sent on Request

CANADIAN HART WHEELS, Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited

If Your Customers Want Better Light-

ing fixtures than they have been accustomed to, show them our lines of artistic and up-to-date lighting fixtures. Their practical, pleasing qualities will recommend them to the most careful buyer. Not only that, but they cost no more than an inferior grade of fixtures, and there is a good margin of profit left over for the dealer.

Ask for Our List—a Postal Will Bring It.

The Barton Netting Company, Limited

38 Ouelette Ave., Windsor, Ontario

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.

The Standard Goods are Canada Screw Goods

For Over a Third of a Century
we have been manufacturing

Wood Screws, Wire Nails, Tacks

Machine Screws; Iron, Brass and Copper Rivets and Burrs; Staples, Corrugated Fasteners; Stove, Sink, Tire and Sleigh Shoe Bolts; Bright Wire Goods; Wire—Bright, Coppered, Tinned, in coils and cut to lengths, etc.

LOOK FOR OUR TRADE MARK—IT MEANS QUALITY.

Canada Screw Co., Limited

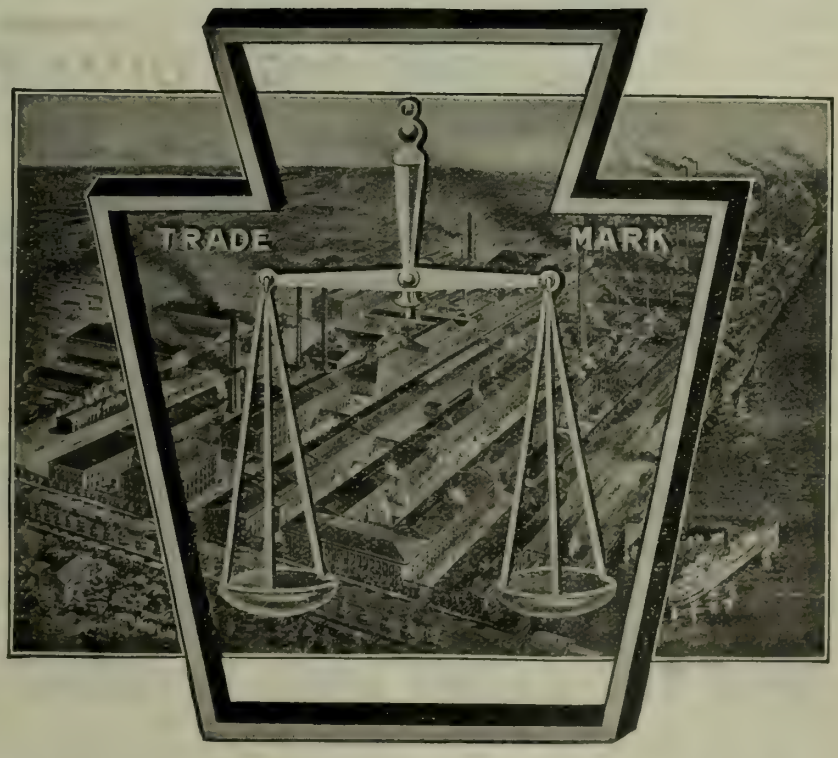
Toronto **Hamilton** **Montreal**

DISSTON SAWS

BACKED BY THE
DISSTON SAW WORKS
AND BY THE
DISSTON METHOD
of manufacturing

THIS BRAND

ON SAWS AND TOOLS
will continue to be recognized in the future as in the past
SIXTY-EIGHT YEARS
as a guarantee of Highest Quality and Efficiency.



HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

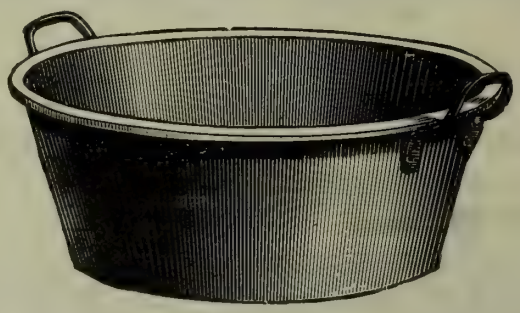
VULCANITE ROOFING

for your mill, factory, foundry or shop; in fact, for any building that needs a roof covering. Its application is broad and its life is long. If you use it your satisfaction will be deep.

PATENT VULCANITE ROOFING CO., 625 S. Campbell Ave., Chicago, Ill.

JUST THE THING

Distributing Agents: KENNEDY HARDWARE CO., Ltd., 51 Colborne St., Toronto



RETINNED DISH PAN

For **Stamped, Pieced** and **Japanned Tinware** of the very best quality, **E. T. Wright & Co.** stand unequalled. Send us your order for any of the above lines of tinware, and it shall receive our very best attention. Catalogue on application.

E. T. WRIGHT & CO., - - HAMILTON, ONT.

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED
LONDON, ONTARIO

Tell Them You Saw it in Hardware and Metal.
The Advertiser Will Appreciate It.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

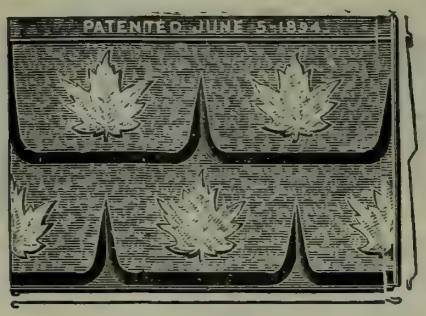
Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

"Safe Lock" Galvanized Steel Shingles



There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market and is still the best. Get your prospects in line and then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal. "We work with the trade."

The Metal Shingle and Siding Company, Limited

HEAD OFFICE and WORKS: PRESTON, ONT. BRANCH OFFICE and WORKS: MONTREAL

GENERAL SALES AGENTS

St. John, N.B.	Quebec	Toronto
Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
Winnipeg	Calgary	Vancouver
Clare & Brockest	Ellis & Grogan	Wm. N. O'Neil & Co.

The Ideal Duster

IS A MECHANICALLY CORRECT MOP HEAD

Scientifically constructed to close automatically with a firm—almost positive—grip, designed especially for dusting purposes, which, with a yard or two of ordinary cheese cloth

Solves the Polished-Floor Proposition

Supplied through the jobbing trade generally, through whom orders are solicited. For prompt shipments on the moment order through

WALTER WOODS & Co. } Hamilton
WOOD, VALLANCE & Co., }
and Montreal and Toronto Jobbers.

TARBOX BROS., Manfrs.
TORONTO, ONT.

British Depot, 2 Hope Chambers, Liverpool
Manfrs. of the Tarbox Self-wringing Mop, Tarbox Pillow-Sham Holders, Etc.

TO MANUFACTURERS' AGENTS:

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
HARDWARE AND METAL
Montreal and Toronto.

BAR IRON

It is false economy to use poor quality bar iron. London Bars are the product of long experience, and the great demand for them is due to their uniform high quality. They come in two grades, Common and Refined, and re-work with the greatest facility.

TRY US WITH YOUR NEXT ORDER

LONDON ROLLING MILL CO., LIMITED.
LONDON — CANADA

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.,
or to MONTREAL, QUE.
Canada Iron Furnace Co.,
MIDLAND, ONT. Limited

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

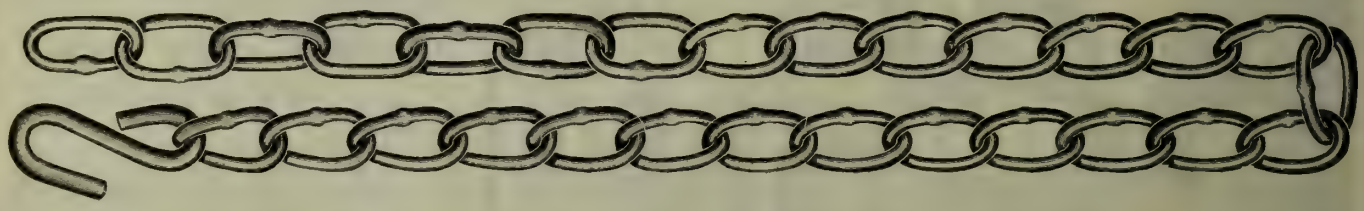
Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

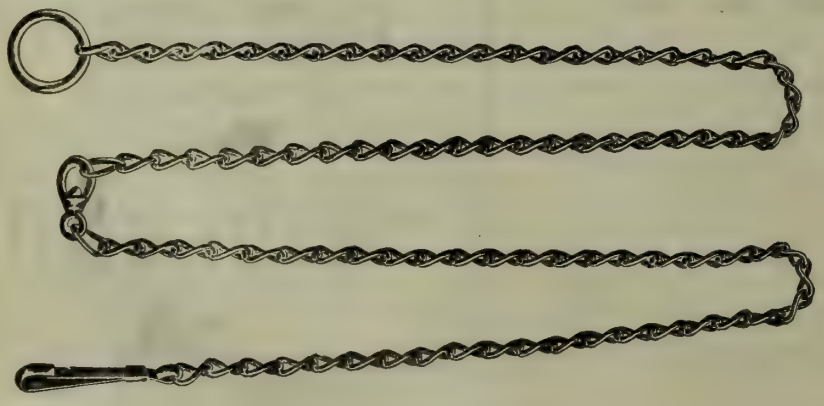
THE **MORRIS & BAILEY STEEL CO.**
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".





You might just as well mention on your order to the jobber: "Be sure and send Electric Welded Chain for our Traces, Cow Ties and Tie Outs."

They cost no more and give the best results.

McKinnon Chain Works ST. CATHARINES ONT.

No. 5441

HUBBELL SHADES

Tin, aluminum, brass, enameled steel and a great variety of tin ones in special finishes.

They have the agreeable virtue of fine appearance, the satisfactory virtue of wearing well, the unusual virtue of always hanging straight, the economical virtue of saving the cost of shade holders. Not a cent need be spent for holders.

WRITE TO

The R. E. T. PRINGLE CO., Limited

MONTREAL - WINNIPEG

No. 5463

The Churn that Sells--and Satisfies

With its light but scientifically braced and absolutely rigid stand—its easy-running ball bearings—its combined hand and foot drive

The "Favorite" Churn

is really the favorite of Canada, for more "FAVORITE" Churns are sold than any others.

That means that the "FAVORITE" is the easiest churn on the market for the dealer to sell and make money on.

Are YOU making money on it? If not, write at once for booklet and terms to dealers to

DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

The IMPROVED J.M.T. INJECTOR

Do You handle Injectors
Do You Have Enquiry for Injectors?

TRADE MARK J.M.T. REGISTERED

The Standard J.M.T. INJECTOR has been on the market giving good service for the past several years, equal to the best standard machine.

We now offer you the

IMPROVED J.M.T. INJECTOR

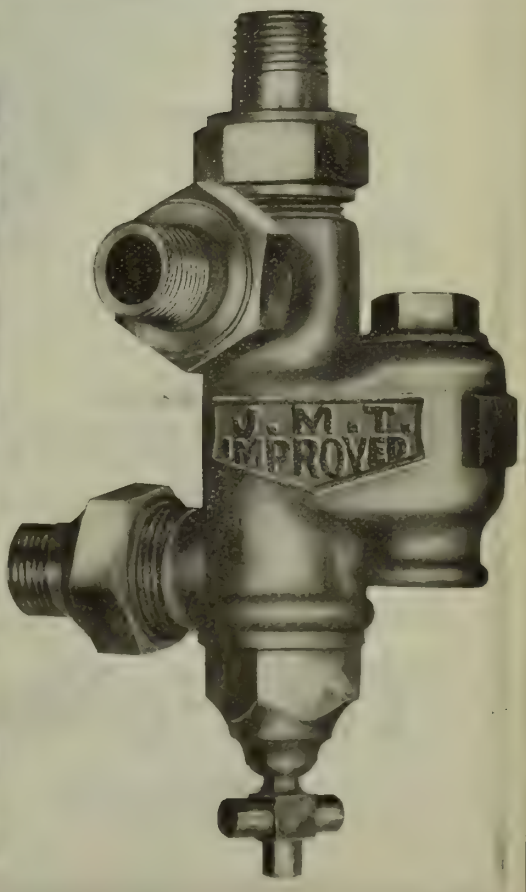
It operates under a much wider range of pressures than any other machine upon the market.

Standard pressure range is 20 lbs. to 160 lbs. Improved J.M.T. pressure range is 18-20 lbs. to 220 lbs.

All machines made to a standard, of highest grade material and best of workmanship—Fully guaranteed.

Wouldn't you like to carry a few?

Prices upon application.



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It works equally as well under low or high pressure

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ESTABLISHED 1876

LONDON **TORONTO**

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is a staple to Sportsmen. It is sold all over the world and its sales increase every year by enormous figures. This means we helped retailers to make money selling Dominion Cartridges and Dominion Shells.

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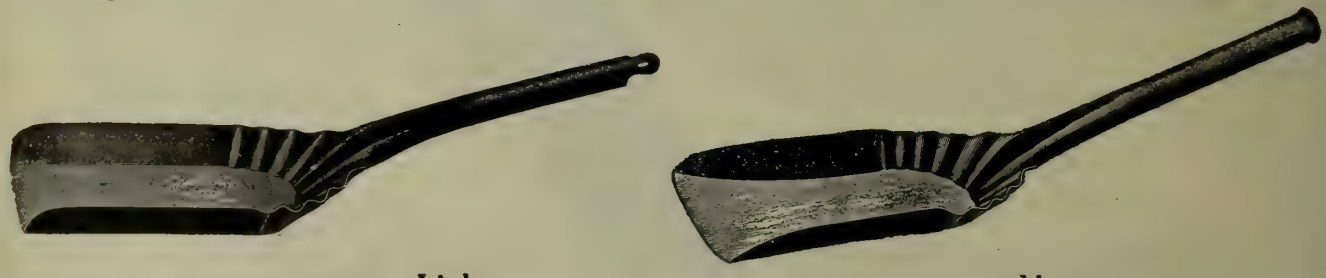

	Light			Heavy		
Nos.	70	55	57	60	97	65
Length, inches	15	16	23	16	16	23
Per Gross	$8.75	$12.00	$20.00	$16.00	$22.00	$27.00
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39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

WHOLESALERS APPOINT COMMITTEE.

President Starke, of the Canadian Wholesale Hardware Association, has named the following committee to work in harmony with the Ontario Retail Hardware Association on the matter of cartage charges before the Railway Commission: For the west, Messrs. T. G. Dexter, W. J. Lawson, W. Vallance and C. A. Whitman; and for the east, Messrs. Thomas Birkett, T. H. Newman, A. Jeanette and A. Prudhomme.

CAR LOADS OF CATALOGUES.

Reference was made in Hardware and Metal last week to the possible effect of the introduction of the rural mail delivery system in Canada if wholesalers and retailers do not work together to prevent the introduction of further legislation favoring the mail order houses at the expense of the regular retail trade, which is helping to maintain and build up the thousands of small towns and villages throughout Canada.

The following article from the Retail Hardware Bulletin shows how the catalogue houses in the States are working and should warn Canadian retailers of the necessity of organizing into trade associations and securing the co-operation of the editors of the country newspapers in opposing the development of a system which will be harmful alike to merchant and publisher, as well as to all property owners in country towns. The Bulletin says:

Floods of Catalogues.

A Chicago house is flooding the country with glowing offers of cash and merchandise prizes to persons who will distribute twenty-four of their catalogues to those who have not already received them. With the alluring offers of cash prizes of $10 and $25 in addition to merchandise offers set forth attractively in catalogues the great mail order house is putting out catalogues by the carload.

Briefly, this scheme, one of the cleverest and at the same time one of the most dangerous to the retail merchant, is to pay the present holder of catalogues for putting out two dozen more catalogues that the company will send, freight paid. The person who distributes the catalogues sends in the names of those to whom they were given, and the mail order company keeps a record of the amount of business sent in by each of the twenty-four persons. At the end of thirty days if twenty orders have been received from these twenty-four new customers, amounting to $100 or more in value, the person who peddled the books is placed in class "A" and he is entitled to $10 in cash or his choice of any of the "rich and valuable" rewards shown in their class "A" premium list. If only ten of the twenty-four persons send in orders, and the aggregate is $50 or more, then the distributor is placed in class "B" and thereby becomes eligible to $5 in cash, or his choice of the class "B" premiums. If only five sales are made, and the aggregate is $25 or more in value, then the distributor goes into class "C," with $2.50 in cash or choice of class "C" premiums. But if no one responds with an order, the person who distributes the catalogues is not to suffer, for listen to the booby prize offer.

Prizes for Everybody.

This is a liberal and unconditional reward. If you will deliver them to your friends and others and we receive your report within fifteen days, we will see that you are well rewarded regardless of the total amount of the orders. Even if we do not receive a single order, you will be rewarded for giving out the books. For class "D" we have selected beautiful and valuable articles such as we believe will be an acceptable article to the few who have distributed the catalogues who will not be entitled to one of the finest rewards mentioned. We do not attempt to illustrate or describe these class "D" rewards.

In a dodger printed in flaring red letters and enclosed in every letter that goes out, an extra reward of $25 in cash is offered in addition to the premiums shown in the booklet.

Anyone at all acquainted with the deceptive methods of the catalogue houses will readily appreciate about what the class "D" premiums would amount to. Their trade has fallen off perceptibly in the past year, and they are making desperate attempts to win back their failing business. Altogether it will be very risky business having anything to do with these houses.

From the Commercial News of Sioux Falls, S.D., we get the following information regarding the catalogues they are mailing:

"It seems that a representative of Sears, Roebuck & Co. visited Sioux Falls sometime in July for the purpose of entering into a contract with a transfer company at that point to handle their consignments of catalogues and see to the rebilling and distributing of the same. The representative stated that Sears, Roebuck & Co. had made arrangements for the shipping of 21 carloads of catalogues into South Dakota, 27 into Nebraska, 38 into Iowa, 29 into Minnesota and 20 into North Dakota, a grand total of 135 cars of catalogues.

Millions of Dollars Spent.

Investigation shows that the cars thus far received contain 240 boxes containing 24 catalogues each, weight of box 104 pounds, average freight per car from Chicago to Sioux Falls $100, average freight prepaid on boxes rebilled, $100, making a total of $200 per car as an item of freight for the delivery of the 24 catalogues to destination, or about 3½c per catalogue. Add to this the transfer charges and the cost of delivery by the consignee and the expense of printing the book itself and we find that Sears, Roebuck & Co. has a bill of nearly a million and a half dollars in supplying the farmers of five states with their beautiful price lists."

It will be seen that the greatest expense outside of the actual printing and paper is the cost of delivering by the agent of 24 catalogues to the consumer. In addition to the prizes and rewards mentioned above Sears, Roebuck further state that if goods to the amount of $500 are ordered in a certain specified time the agent is to receive $50 or ten per cent. of the amount purchased. We wonder how many dealers could afford to pay this ten per cent., and yet catalogue houses claim that they have no expense in selling their goods. Let some lightning calculator get to work on the above figures and show how many millions this firm and the other big one in Chicago are spending this summer in supplying their price lists to the people of the United States and adjoining countries.

COLLECTED SIXTY PER CENT.

J. E. Westcott, Ailsa Craig, writing to the secretary of the Ontario Retail Hardware Association, Toronto regarding the collection department of the Retail Hardware and Stove Dealers' Association, says:

"We are pleased to inform you that we have had very good success with the letters that you supplied us for the purpose of collecting delinquent accounts. We have no exact account of the per cent., but feel satisfied that it is over 60 per cent., with only the first letter being used. We are of the opinion that this is a first-class system of collecting small accounts. When customers are appealed to in regard to their credit it touches a spot that makes them consider carefully their future business. We can endorse this system and recommend it to the hardware dealers of Canada."

"Men Who Sell Things"

Further Consideration of the Qualities of the Retail Salesman—Something on How the "Easy-Goer" Does His Work —A Good Man Must Know the Goods Better Than the Customer—The Reason for One Man's Success.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

Which salesman do you think it will best pay you to copy—the one who made the best impression on you on your own purchasing tour, or the one who, with a cold look and an impudent sneer, freezes the very buying instinct out of every possible customer that comes within his reach?

Do not think that because your neighboring salesman is discourteous and neglectful of his trade without losing his position, you can afford to be that way whenever you feel like it. Your worst competitor is yourself. The most important battles to fight are from within, and not without.

Incidents in the Fight.

By always being pleasant to your customers, great and small, by showing your appreciation of their trade, and by interesting yourself in the things you know will interest them, you can soon out-distance your ill-natured neighbor in the race for success. A continuation of the same kind of treatment which puts him out of the race will, also, soon show results in the fight you are making for promotion.

You can be sure of one thing—if you try your best to be friendly and accommodating to all customers and show them you appreciate them, you will be doing all that any one could possibly do to get and hold their trade, all that was ever done by those who were once struggling as you are for a foothold, but who now enjoy high-salaried positions and a share in the profits in the house where you are employed.

Every successful retail merchant started where you are and won out by being faithful to his trust.

Your very biggest club with which to despatch all doubt as to your advancement is the good-will and confidence of those above you in authority, and the friendly feeling of every one with whom you have dealings of any sort. With this, a thorough knowledge of your particular line of goods, and a careful study of the duties of the man just ahead of you in a more responsible position, you will find you are in mighty good shape to hold your own against all newcomers, and to be a candidate for promotion on the first opportunity that arises. There is no such thing as good salesmanship without enthusiasm. I know we have what we call "near-salesmen," but they do not possess that precious quality.

The Place of Enthusiasm.

I do not believe you can separate enthusiasm and true salesmanship. In fact, enthusiasm is the life of salesmanship.

The salesman who is enthusiastic in the sense that he pays more attention to the sporting edition of the daily papers than to his customers, who hands out a yard and a half of unbleached cotton and a mile and a half of self-importance for twelve cents, does not know the meaning of enthusiasm.

And I want to say to you men who profess to be salesmen, but who are just plain every-day shams, that I do not intend to lose a single chance to pour hot shot and grape and canister into your ranks. You are the gentlemen I am after.

Now, if the sham salesmen who happen to encounter these lines want to continue to be shams in the open, I say, "Go it, go it, boys"; but if you members of the profession who are only "near-salesmen" posing as the genuine article want to continue so to pose, I will brand you as no-accounts until you either reform or renounce your faith in the profession of salesmanship, and start to look for some other kind of employment.

Having it Out.

Somebody has a right to say a few things along these lines, and I propose to have it out with your class before I get through with you, whether you interpose any objections or not. I want to talk to you men who have made your sham pretences in the world of salesmanship and drawn pay for work wretchedly done, keeping a real salesman out of the game that you are trying to play. You have been at it long enough to be a stumbling-block and a disgrace to the science of the greatest of all professions.

I can stand anything better than I can stand a sham or shirking salesman. I always did have a hatred for near-things, humbugs, and cheats, and of all the humbugs that ever plied a profession, the "near-salesman" is the "humbuggest."

When a man who thinks he is a salesman gets a little swell-headedness, a little "I'm-it-ness," and a little of almost everything, and is made up out of a hundred different sorts of negative things, and attains a little twelve-dollar-a-week position, then he is a first-class humbug in every sense of the word.

With your salesmanship right, with the fountain clear, the stream will be clear. With a good tree the fruit will be good. And I declare to you, "near-salesmen," that the hardest work a man ever tried to do is to be a salesman without salesmanship; to be a good salesman with a shallow nature and a sham heart.

Softening Sunshine.

There's no denying the fact that every retail salesman is at times sorely tried with people who look at the world through blue glasses, but the professional salesman knows that sunshiny salesmanship softens the frostiest buyer. It is difficult to keep patient while waiting on a grumpy customer, but it pays in the end to keep your temper, even with the most obstinate and surly.

The salesman who is intent on achieving the greatest selling results literally burrows into the business of selling goods. He must have a nose for salesmaking as true and keen as the scent of the bloodhound. That is enthusiasm. It can be developed. Fall in love with your work, and you cannot help becoming enthusiastic.

Fall in Love With the Work.

Enthusiasm is a soul quality springing from knowledge and confidence. The more knowledge you have, the greater becomes your confidence, and your enthusiasm increases in the same proportion.

Look on the bright side of things. Nothing so paralyzes enthusiasm as pessimism.

Next to honesty, enthusiasm is the most essential quality in successful retail salesmanship.

Arguments are of no avail, and tact is worse than wasted, if you do not present your subject with all the enthusiasm you can muster.

The listless answers and hesitating manner of "near-salesmen" cause all shoppers to wonder why these men are not displayed in the show-cases in front of them in place of the goods they represent.

Put the goods on top of the case and crawl inside, Mr. Near Salesman. Almost any article of merchandise in your department is able to plead its own case much more eloquently and effectively than can you, if you will give it half a chance.

Who has not been angered and driven away in disgust by having their goods banged down in front of him and the price hurled in his teeth by a dyspeptic salesman with a makes-little-difference-to-me-whether-you-take-it-or-leave-it expression, who, believing his whole mission is performed, stands glaring at him, waiting for his decision?

In truth, the only thing the customer is trying to decide upon is whether to land on his brainless cranium, report him at the office, or go across the street and get what he wants from Joy, Gladhand & Co. If he is of a peaceful, retiring nature, and does not want to create a scene, he hastily selects something that he wouldn't have as a gift under other circumstances; but he is determined to have no more dealings with

that house. He will keep on trading with Joy, Gladhand & Co.

The Easygoer.

Then there's a twin brother to our dyspeptic friend, a few doors down the street. His name is Meander Gadgood. You walk blithely up to his counter, feeling at peace with all the universe, and stand there, first on one foot and then the other,—two, three, five minutes,—waiting for Meander to separate himself from a group of pennant-winning judges in council at the other end of the counter.

Just as you are thinking of going over to Joy, Gladhand & Co.'s, Meander, with a ten-mile look in his eyes, saunters up. Never a word does he speak. With one eye menacingly raking you over from head to foot, and the other regretfully focussed on the other boys, he stands there, his gray matter—what little there is of it—following his favorite ball team on a distant diamond.

Though there is a reasonable excuse for homicide on your part, you smother your wrath and politely ask to be shown the latest styles in three-dollar fancy shirts. Listlessly reaching into the case, Meander paws over the stock, extracts a couple of patterns, slides them over to you with the air of one administering absent treatment, and stalks back to see how the judges have settled the matter.

About the time you have concluded that you don't need any more shirts anyway, back he comes and hovers like a phantom long enough for you to say, in tones that indicate a gathering storm, that if he is through with his more important business than waiting on his customers you will look at a few more shirts, including some of the good sellers.

Not being an adept at human barometer reading, Meander fumbles around in the stock, finally lugging out one or two more patterns than any man, to say nothing of a shirt salesman, might know were selected with poor taste. Bombarding you with his new-found relics of a past season's success, he retreats again in perfect order to the rear-guard for another confab. Intuitively feeling the angry glances cast in his direction, he determines to renew the attack by rushing things, and sails back only to be repulsed with a fusilade of indignant protests.

Without a moment's further loss of time, you are well on your way to Joy, Gladhand & Co.'s, where, when you ask to see shirts in any style or price, no effort is spared until the entire line is promptly displayed, if necessary, to please a customer and insure a sale.

Are you that kind of salesman? If you recognize your portrait and it fails to please you, don't blame the photographer. He cannot improve on nature by making a pleasing likeness from an unattractive subject.

A Summing up of Qualities.

Mr. Near Salesman, the time has gone by when representation without courtesy, or life, or enthusiasm can produce profitable sales. You must show the spirit of accommodation and be interesting and convincing in your arguments. You cannot do that successfully unless you are full of your subject, have the utmost faith in your proposition, and are running over with enthusiasm.

A new spirit rules the world of salesmanship in place of the old go-as-you-please regime. It is an expression of the mighty force that does things—enthusiasm. If your blood corpuscles are not saturated with it, you are out of date, and you will soon be out of salesmanship if you do not find a way to cultivate it.

Enthusiasm, the first requisite in salesmanship, a sincere interest in the thing to be sold, and a desire to sell it decently,—that is, really, nearly all there is to it; for enthusiasm must perforce lead to a study and a knowledge of the thing to be sold, as well as a study of those to whom we wish to sell it. You cannot cultivate enthusiasm with one eye on the clock and the other on everything else than the customer who is patiently waiting an opportunity to spend some of his money at your counter.

Know the Goods.

A good salesman must know more about his goods than the man he is selling to knows about them. Knowledge and enthusiasm beat oratory every time. Enthusiasm in a salesman begets enthusiasm in a customer.

You must know your business and you must work, if you wish to hold trade, get new trade and draw a bigger salary than the common avarage salesmen.

The law of nature is yet to be discovered that will prevent a salesman being diplomatic, enthusiastic, honest, and hard-working all the time. Look about you, and you will discover a few like that in the very ranks in which you serve. Keep your eyes on them, they will not remain with you long. You will see them advanced to managing positions or owning their own businesses in a few years.

There is a chance for you if you will about face and take up the line of action in real earnest.

One Salesman's Success.

In an interview by a well-known writer on business subjects with one of the leading State Street department stores in Chicago, he was told by the manager that a young man once applied to his house for a position as salesman. He was asked what his qualifications were, and he answered, "My stock in trade consists of knowing the faults of ordinary salespeople through having to put up with them during many years of shopping."

(To be continued.)

THE NAME SINKS IN.

Perhaps no fact has been more thoroughly proven than the fact that the name of a well-advertised article records itself on the mind unconsciously, whether the reader will or no. When an advertiser talks up his goods to an audience composed of the people who are destined to handle them, his name becomes as familiar to the trade as are the names of certain soaps and pills to the public generally. The traveler carrying samples of goods well advertised in the trade press has an easier and more profitable time than the man selling unknown goods.

HARDWAREMEN IN UNIFORM

No. 6.

William J. Stairs, whose photo we reproduce, is one of the Halifax hardwaremen who takes a deep interest in all militia matters. He is a captain in the 63rd Battalion of Rifles, one of the crack militia corps of Nova Scotia. Captain Stairs is a member of the wholesale hardware firm of William Stairs, Son & Morrow, one of the largest hardware houses in the Maritime Provinces. Captain Stairs entered the employ of the firm some eighteen years ago as a clerk, and to-day is a director in the company. He is a young man of good business ability, and has a thorough

CAPT. WM. J. STAIRS,
Of Wm. Stairs, Son & Morrow, Halifax.

knowledge of the business in all its branches. He has been connected with the firm for about eighteen years, and has watched the business grow until to-day it is looked upon as one of the staunchest and finest hardware firms east of Montreal. This firm turns over an enormous amount of goods in the course of the year, practically controlling all the heavy lines of hardware in Nova Scotia. The firm handles very large quantities of plumbers' supplies, and is the headquarters for this class of goods. He is a very enthusiastic militiaman, and has been connected with the 63rd Rifles for about nine years, three of which he has held the position of captain of one of the companies. He is a popular officer with the men and also with his brother officers. The corps is one of the oldest in the Province, and is possessed of some fine marksmen who always uphold the honor of the regiment when on the rifle range.

HARDWARE AND METAL

Established 1888

The MacLean Publishing Co.

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JOHN BAYNE MACLEAN - President

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PREPARE FOR HOLIDAYS.

In catering for the holiday trade, the hardwareman has to contend with the disadvantages that many people have not yet realized the fact that he has seriously entered the arena of Christmas specialty selling. Custom is the very breath of conservatism. It appointed in the past certain stores for certain articles, and so effective is its influences that a buyer will often leave one establishment to go to another—probably some distance away—to obtain a certain article, without the thought striking him or her that the first place entered may obtain the very thing desired, and at just as low a price.

Custom has not yet thoroughly grasped the idea that the hardware store is as suitable a place as any for buying a Christmas present. To many the hardware store is still a place for stoves, general household utility goods, and so forth, but not for dainty articles acceptable as gifts. The dealer, therefore, has to do what other men before him have done in order to break the arbitrary rules of custom—educate the people to the fact that the hardware store is as elastic in its range of articles for sale as its proprietor deems his best interests to allow.

The hardwareman has made up his mind that a large amount of the Christmas trade hitherto going to others should be secured by him, and the public must quickly divest themselves of any feeling of incongruity in the fact. Education is the only force to use, and the educative efforts best employed are those of advertising and display. People are very blind in their conservatism, they will not see for themselves. Therefore, the dealer must thrust prominently before their eyes his Christmas lines by every possible advertising medium, and above all, by good displays. Window decorations are the very essence of advertising. They attract attention where a printed advertisement would be ignored, and in addition, they give the best possible idea of the range of articles carried. Many people may imagine that the dealer holds only a few odd lines. It must be his aim, therefore, to show them that such is not the case.

The displays should be made as bold and as complete as possible. The more varied the assortment, the greater the success in emphasizing the fact, that the hardwareman is after a good share of the Christmas trade, and means to secure it. Curiosity should be aroused as much as possible. This is the season when curiosity is a great factor, it is the days of the Santa Claus stocking, and the delights of exploring its depths to see what it contains. To the enterprising merchants there are hundreds of ways of exciting curiosity, and as many should be employed as time allows.

One good idea in this direction is to have the window well filled with articles, but without any price affixed. A notice is shown in a conspicuous position calling attention to the merits of the articles, to their suitability, and to the fact that they are as cheap as any on the market, and concluding with the statement that the window should be carefully watched for a sensation in prices. Then at a later date legible price tickets can be put to each article. It is long odds on general curiosity that people who have viewed the articles without their prices, will be compelled to watch the window to see what the figures really are.

In this and similar ways can the hardwareman educate his community to the fact that his store is as good as any other for Christmas specialties, and that there is no incongruity in hardwaremen generally selling lines that at one time were not associated with the industry.

DO NOT NEGLECT COLLECTIONS.

Conditions this fall are favorable to merchants who are desirious of cleaning up outstanding accounts and making the plunge into the cash system of doing business. Crops generally have been good and farm products are commanding good prices. Farmers too, are realizing on much of their produce early.

Retailers owe it to themselves to take advantage of every opportunity of making early collections and repay any accommodations granted by jobbers during the recent depression. Further, with many making a success of doing business for cash only the wise dealer will take advantage of the opportunity to clean up their books and begin on a cash basis. Retailers should discontinue loaning their capital (in the form of goods) without interest to farmers or workingmen who probably have deposits in the savings banks.

An energetic collection policy or a lack of it on the part of a retail merchant is more or less of a habit.

Some retailers have the habit of pushing collections and the habit of keeping their balances on jobbers' books down to the lowest possible point. The credit of such retailers is always good.

Other retailers have the other habit. They are easy on collections, slow about reducing balances at the jobbing houses and naturally their credit is not always good.

This is a good fall to acquire the right habit. There is money floating in the community and the hardware merchant should get to it first.

PAYS TO LEARN DETAILS.

The young man who hopes to have charge of a business of his own, or for someone else in a few years, should never lose sight of the fact that it pays well to learn every detail of the business. Every day some little thing comes up which, though a mere incident and possibly easily passed over without digging down to the bottom of it, should be treated differently by the young man who would make a success of life.

Such a man should never allow these little details to pass him without making himself thoroughly familiar with them, for they are business lessons, and the more of them he absorbs while working for another the fewer of them will be stumbling blocks when it comes time to manage the business himself. For at that time, if he has had the experience, he can give a word or two of instructions and be sure things will be carried out right, and those in his employ will have the more confidence in him, while the opposite effect will be created if he is compelled to admit that he knows nothing about it, and depends upon someone else to dig out the particulars, and the effect is even worse if he gives instructions which prove that he is not acquainted with the subject in hand. Get every detail. It belongs with the business.

HARDWAREMEN IN PARLIAMENT.

Among the 221 members of the next Canadian Parliament five and possibly six will be connected with the hardware trade.

Richard Blain, Brampton, retail hardwareman, was re-elected for Peel, and

R. BLAIN, BRAMPTON.

Re-elected Conservative M.P. for Peel.

George Clare, of Clare Bros., Limited, stove manufacturers, Preston, was again returned for South Waterloo. Three representative manufacturers of hardware also won seats in the next House, these being Lloyd Harris, who won Brantford after a hard fight; Hon. J. R. Stratton, who recently retired from provincial politics and now goes into the larger Dominion sphere, and Major J. A.

GEORGE CLARE, PRESTON.

Re-elected Conservative M.P. for South Waterloo.

Currie, Toronto, who captured North Simcoe in his second attempt to win the seat from the Liberals.

In Prince Albert, where the election has been deferred until Nov. 10, W. W. Ruttan, retail hardwareman, Melfort, Sask., is the Liberal candidate. This is a new riding and Mr. Ruttan's chances of election are good.

Four hardwaremen went down to defeat, two in Ontario and two in New Brunswick. In East Toronto, A. E. Kemp, enamelware manufacturer, sought re-election unsuccessfully, and Thomas Birkett, wholesale hardware merchant, was defeated by Sir Wilfrid Laurier at Ottawa. At St. John, N.B., James Pender, nail manufacturer, was unsuccessful in securing election, as was also F. W. Sumner, retail hardware merchant, in Westmoreland.

Lloyd Harris, who is president of the Brantford Screw Company, Canada Glue Co., Underfeed Stoker Co., and connected with several other concerns, is a very popular young man, who has taken an

LLOYD HARRIS, BRANTFORD,

Elected Liberal M.P. for Brantford.

active part in the work of the Canadian Manufacturers' Association, he having been vice-president for Ontario, a position directly in line with the presidency. He retired from office, however, to devote his time to his candidacy for Parliament. Mr. Harris enters Parliament under very favorable circumstances and in the opinion of his many friends has a bright career before him.

Hon. J. R. Stratton, while primarily a newspaperman, is president of the Peterboro Lock Co., and the Peterboro Shovel and Tool Co., two manufacturing concerns which are becoming very favorably known to the hardware trade throughout Canada.

Major J. A. Currie, also a newspaperman originally, is well known to the hardware trade as the promoter of the Imperial Steel and Wire Co., Collingwood, whose wire nails and other products have found a wide market, particularly in Western Canada.

With many legislative problems confronting Canadian hardwaremen, it is encouraging to know that there will be

HON. J. R. STRATTON.

Elected Liberal M.P. for West Peterboro.

some representatives in Parliament who can be expected to express the views of the trade on the subject of the parcels post c.o.d. and other questions. There are undoubtedly too many lawyers and too few business men in Parliament, but the next Parliament shows an improvement over the last so far as the hardware trade is concerned.

MAJ. J. A CURRIE, COLLINGWOOD.

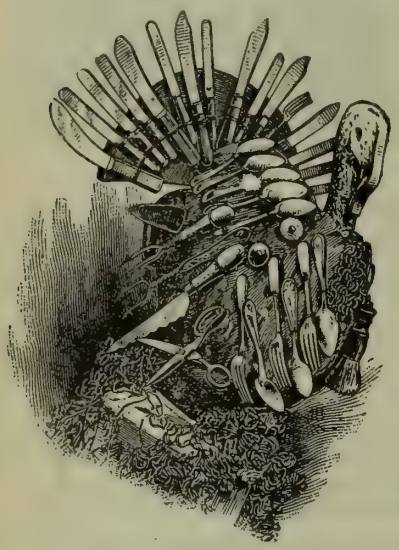
Elected Conservative M.P. for North Simcoe.

Seasonable Window Displays

A THANKSGIVING DISPLAY.

The accompanying illustration represents a turkey used as part of a window display for Thanksgiving by J. M. Davis & Son, of Oakland, Md.

The turkey was made by sawing an inch board as nearly the shape as possible. The body was perfected by tacking black calico on each side of the board and stuffing it with excelsior to give it shape. Brackets were used for legs and also served to fasten the turkey to the top of a box. After sawing out the head it was finished by a painter who used red and black paint, with white for the eyes, thus giving it a very bold appearance. The body was trimmed with small hardware, while butcher and table knives were fastened on board used for the tail. The turkey was placed on a box in the centre of a large double window, a few days before Thanksgiving, overlooking a table 12



Thanksgiving Window Suggestion.

inches high which was covered with linen.

On the table was displayed a handsome set of dishes taken from stock, neatly arranged with fancy cut goblets, paper napkins, silver knives and forks, etc. The larger dishes were filled with such fruits as apples, oranges and cranberries, making a very inviting display. Just above the turkey, in large red letters, were the words, "War on Turkey." The upper part of the window and backgrounds were tastefully trimmed with wreaths and festoons made of running vines and pine tree branches, in keeping with the season of the year.

CONSTRUCT ORIGINAL DISPLAYS.

The most important thing to be considered when you begin to design a window display is to be original and make your design attractive. It will be a seller, for the selling power is what it takes behind the original idea to make the window a success. Consider these three things and figure out how it is best to carry out the original idea you have, bearing in mind to always classify the goods to be shown. Do not scatter them; always arrange the goods in an artistic manner. Change your windows at least every two weeks.

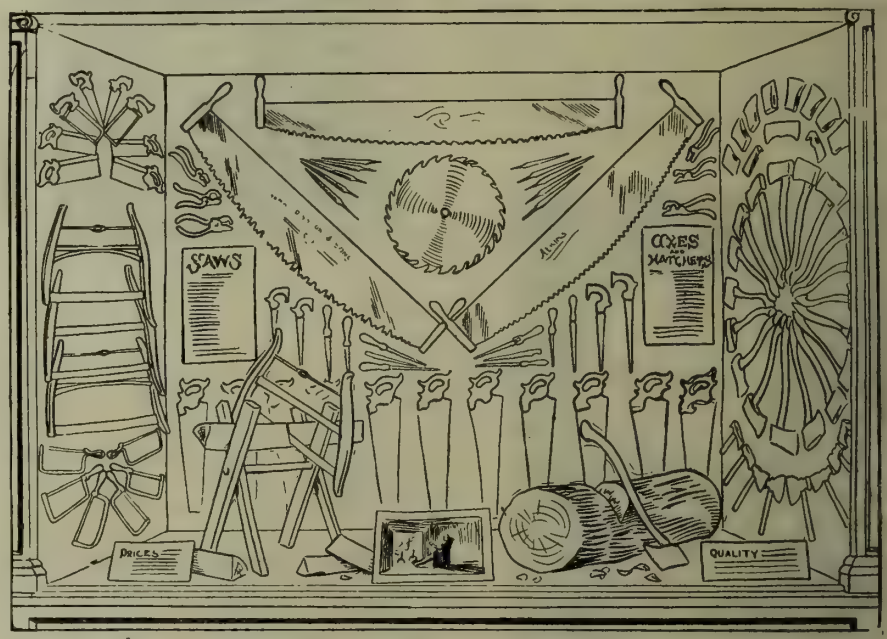
It costs money to trim windows properly, but it is money well spent. If you have a system for trimming your windows, you can sometimes keep your

One of Disston's Floats in an Industrial Parade at Philadelphia.

side, back and end walls trimmed and renovate the floor. It is not always the most elaborate window that sells the most goods, but this is due in every instance to the window not having enough goods displayed, or else not classified. You can not get too much in a window when it is done properly, and the elaborate window is always best when you keep it classified and arranged in an artistic manner.

AXE AND WINDOW TRIM.

The accompanying cut shows the general outlines of a window devoted to axes and saws, suggested by Hardware, New York. It allows many variations to be made by the trimmer. Accessories required include; Cordwood, sawdust, kindling, log, chips and a few autumn leaves scattered over the floor. If poscible use a fire-light picture in the foreground to suggest the comforts of a wood fire in winter. Price each article and hang display cards on back wall, using a dark green or brown background.



Suggested Saw and Axe Window Trim.

AN ATTRACTIVE FLOAT.

During the recent "Founders' Week" at Philadelphia, Oct, 4 to 10, Henry Disston & Sons, manufacturers of saws, tools, files, etc., entered five floats, one of which is reproduced in the accompanying illustration. Another of files and tools will be reproduced in another issue. Floats are being used frequently by merchants and manufacturers in parades and many will be interested in seeing the fine displays made of Disston goods.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Tin—Firm.
Copper—Stronger.
Lead—Unchanged.
Spelter—Same quotations.
Turpentine—Unchanged.
Linseed Oil—Same quotations.

Toronto.

Iron—Better buying.
Tin—Demand increasing.
Copper—Stronger.
Lead—Unchanged.
Pure Manilla Rope—Decline of ½ cent.

MONTREAL HARDWARE MARKETS.

Montreal, Oct. 30.—Owing to the dislocation of election day the volume of trade going through has been somewhat affected. Many eastern travelers came back to record their votes, while dealers generally found their customers more inclined to talk politics than business. The continuance of the warm weather has tended to keep back the movement in winter lines, although fair orders are going out. Still no doubt trade would receive a good stimulation if a cold snap made its appearance. Smoke and fogs in the St. Lawrence river have delayed import shipments, but only in a few cases has much inconvenience been caused.

Manufacturers' supplies are still slow compared to the movement in shelf goods. Guns have fallen off, but ammunition is moving out as well as ever. Skates are perhaps showing the best stimulation, but snow shovels, weather strip and heating supplies are in good request. Cutlery and plated ware are displaying great strength for this time of the year, and the Christmas trade promises to be a record one. Prices are very firm, and the markets generally look in good shape.

The wheat in the Northwest is being handled very rapidly, the quantity shipped up to date being estimated as four times as great as the amount last year. This good movement is being reflected in the reports from the Northwest, which speak most enthusiastically as to the future. Dealers are experiencing a better call, but they have not yet found it necessary to depart from their close buying. Later on, however, they will probably be compelled to do so. In cutlery, however, and allied holiday goods dealers seem to be making their preparations well ahead.

BUILDERS' HARDWARE—The local demand has kept up well, but the country call seems to have fallen off. This is, however, only to be expected. Building activity goes on with undiminished vigor in Montreal and surrounding districts and plenty of interior trimming will be done during the winter. Lock sets, bolts and butts are moving most prominently. Prices generally are unchanged with the markets firm.

SPORTING GOODS—Guns have fallen off somewhat, but ammunition keeps up well. The Maritime Provinces continue to be good buyers. Skates are now going strongly, and the season promises to be an excellent one. Hockey sticks are showing stimulation, but snowshoes and toboggans are inclined to be dead. Revolvers for indoor shooting are moving a little. Indian clubs, boxing gloves and other similar lines are showing movement. Prices generally are about the same.

WINTER LINES—The warm weather which again set in has somewhat retarded the movement in winter lines. If a cold snap were to set in strongly now, many dealers would find themselves awkwardly placed, as stocks are light, and goods like horse blankets and stall fixtures would be wanted at once by the consumer. Weather strips, snow shovels, sleigh bells, and sleigh heaters are in fair request for prompt delivery. Miscellaneous lighting goods are inclined to be quiet.

STOVES AND RANGES—Here again the re-appearance of the warm weather has had a retarding effect upon sales, although good orders have gone through. Oil heaters and cookers are in about the same strength. Coal hods, ash sifters have been quieter again. Prices are unchanged with supplies in good strength.

HOUSEHOLD UTENSILS — General utility lines are in fair demand. Carpet sweepers and sad irons are moving in good strength, as are food choppers, bread mixers and tinware. Washing machines, wringers, brooms, and mops are moving quietly but steadily.

RAILROAD SUPPLIES — Railroad supplies are moving somewhat slowly, and the strength of the demand has evidently given out. Sorting-up orders in hammers, blasting powder, and picks are the most prominent part of the call.

BOLTS AND NUTS—The demand continues fair. Prices are firm, and unchanged. The warm weather has encouraged repairing work on the farms, and in consequence the country call is prominent. Nails are moving well at unchanged prices.

LUMBERMEN'S SUPPLIES — Axes and axe handles are moving slowly. The Maritime Provinces are showing greatest strength, but all the way round the prospects are far from being so good as they might be. Lumbering appears to be in for another off year.

ENAMELWARE — Pots, pans and dishes are moving well. Orders are on the light side, but they are coming in more freely. Stocks all over the country must still be very light. Prices are firm with supplies in good shape.

CUTLERY—Cutlery lines are showing greater strength every day, and a good demand has opened out. Carvers in cases, pocket knives, forks and berry spoons are showing best strength.

BUILDING PAPER—Building paper keeps in good demand, despite the falling off in the large buildings so noticeable this year. With the nearing close of navigation orders will commence to show stimulation. Prices are firm, and unchanged.

TORONTO HARDWARE MARKET.

Toronto, Oct. 31.—Mild weather is holding back trade but the coming of November and Thanksgiving will probably bring merchants who are withholding orders until the last minute to the point of giving shipping directions on winter and holiday goods. Many dealers who ordinarily accept delivery of certain winter lines in September have held off until November, the warm fall having enabled them to do this. The outlook for November, therefore, is for a lively trade with delayed orders, with the usual rush of the closing of navigation and with an active sorting of holiday lines. October, despite the orders held back, has been a very satisfactory month, the heavy sorting having brought the sales total up to a figure in most cases above that of 1907.

Prices keep firm, both Canadian and United States manufacturers holding to the policy of maintenance. In some individual cases, however, breaks have been made in order to encourage buying. The only change locally is a cut of half a cent on pure manilla rope, the price dropping from 12½c to 12 c per pound. The manufacturers state this is owing to a weakness in the higher grades of hemp, but it is likely to encourage heavier buying of Canadian-made goods in competition with the cheaper mixture of British manilla imported from England.

SPORTING GOODS—A splendid trade has been done in sporting goods during the past month and the retailers are getting away with a lot of goods, judged by the sorting orders being received. Guns and rifles, loaded shells, etc., have, of course, had the best call, but shooting jackets, camp axes, hunting knives, belts, etc., have been moving freely. Football and gymnasium supplies have also sold in large quantities and a fair booked business has been done in skates, hockey sticks, snowshoes, sleds, etc. Prices have kept very firm.

BUILDERS' HARDWARE—Finishing hardware, such as locks, knobs, letter boxes, door bells, bolts, window catches, etc., have been good sellers along with nails and general supplies. Farmers, too, have been calling for barn door hinges and track, stable fittings, etc., and a good trade has been done in these goods.

SILVERWARE AND CUTLERY—While a great many dealers have been selecting stock for their holiday trade and jobbers' stocks have been cut down materially during October, others have been holding orders until the last minute. There is certain to be heavy buying during November and some short-

ages are bound to develop. Carving sets in cases, berry spoons, table cutlery, etc., have been the best sellers with both flat and hollow ware in fair demand.

WINTER GOODS — Cold weather would encourage better buying in weather strip, sleigh bells, snow shovels, horse blankets and similar lines. Good shipments of these goods have been made but many dealers are like the firms who leave their orders for shipment just before the close of navigation.

HOUSEHOLD LINES—Ranges have been having a fair sale but base burners and heaters are slower in moving on account of the mild weather and the natural diffidence about buying until necessity compels. Lamps, lanterns, gas fixtures and other lighting goods have been in good demand. Ash sifters, coal hods, kettles, meat choppers, bread and cake mixers, etc., are selling freely.

ROPE—Trade has been very good but a weakness in the better grades of hemp has allowed manufacturers to make a reduction of half a cent on pure manilla rope. The price now is 12c per pound with British manilla still at 10c.

HEAVY GOODS—Bolts and nuts are in fair demand, as are also screws and wire nails. Bar iron is also having a seasonable sale prior to the close of navigation. Chain, axes and lumbermen's supplies are rather slow as the woods will not be so active as in previous winters. Prospectors and mining supplies, such as powder, picks, etc., are selling seasonably.

MONTREAL METAL MARKETS.

October 30.—Trade has been good, despite the dislocation consequent upon election day, and jobbers, considering everything, are satisfied with conditions. Orders, as is only natural at this time of the year, are heavier in bulk, and apart from that, inquiries as to future deliveries seem to point to a desire on the part of users to contract further ahead than they have been doing. This may be the result of the strengthening tone that the local markets have taken on for the time being, owing to the advance in the primary markets. Presuming the markets maintain this strength, these inquiries will probably mature. If sagging occurs again then users will assuredly be content to go on buying in the old limited way.

Prices are unchanged, and the markets all the way round are firm. Copper is stronger this week, and the shading that has been going on is not so apparent. Tin continues to be the best seller, and is therefore in a strong position. Lead is in fair demand, but the strength of the English market keeps quotations very firm. Spelter shows good strength. Pig iron has undergone no change. Higher import prices still obtain, and orders are of about the same strength. Generally the markets are in good shape and prospects seem most encouraging.

The primary markets are in much better condition than for some time past. Tin continues to be irregular, but although the prices go up and down the general trend of the market seems to be upward. More interest has been shown in all deliveries on the part of consumers and dealers will not commit themselves beyond the first of the year, except at a good advance. There is a better feeling noticeable in copper. The foreign market advanced strongly, and this naturally strengthened New York quotations. But apart from that there has been better buying by consumers, with inquiries more numerous. Spelter has been steadily firming for some time past, and both London and St. Louis are showing a strong front, with producers disinclined to quote. Lead is likewise very firm in the English market, while pig iron is unchanged. The United States iron and steel markets have taken a decided turn for the better. Orders have increased, and there is an activity noticeable that has been absent for some time past.

PIG IRON—The local markets are unchanged this week. Orders have been about the same strength, with inquiries good. Canadian furnaces are reported to be busy, while consignments of imported pig are steadily being distributed to those who have booked their Winter requirements. There is not much time to waste now before the close of navigation. We continue to quote: Middlesboro No. 3, $18.50 to $19; Summerlee No. 2, $20 for carload lots, shaded 25c for 100 tons or over. The Old Country markets are about the same strength, Cleveland warrants being quoted at 48s 4d. Steel lines continue to show good activity, while the outlook is very favorable. Pig iron prospects do not look so good. A gratifying change has taken place in the situation in the States. Several large sales of basic iron have been made, and there is no doubt that a greater disposition is apparent to cover requirements as far into next year as possible—a sign that higher prices are expected. Malleable sales are also good, while foundry iron is more active. Furnace stocks are no longer increasing or stationary, but, on the contrary, are now being reduced.

TIN—Tin continues to be probably the best seller locally, and the market is very firm. Inquiries are well to the fore, and if the market shows any further stiffening, buying should be strongly stimulated. We continue to quote 32½c for ordinary jobbing lots. The primary markets have continued to show manipulation, but the tendency seems to be towards the acquiring of a stronger basis. Consumption has improved in the United States, heavier booking ahead being indulged in. The speculation in London tends to obscure the strength of consumption there, but apparently legitimate buying, so far as can be judged, has likewise shown improvement.

COPPER—With a stronger tone in New York, the local market is firmer, and there is very little shading going on. Orders continue good, and indications point to buyers entering the market much more strongly, if copper continues to strengthen. We continue to quote 14½c firm for jobbing lots. The primary markets show much better strength. London has advanced strongly, and this has helped the New York market. The former movement may be purely speculative, but undoubtedly a stronger consumptive demand in New York has been in evidence. Whether this is due to a speculative belief that the market is in for higher prices, or to the immediate needs of business, it is hard to say. Undoubtedly the feeling is better, and producers are still disinclined to quote. Until the election is decided, the market will be in a very speculative state.

SPELTER—Both the London and St. Louis markets are very firm, despite reported quiet consumption. Unless, however, stocks are held very strongly in both countries, it is evident that more buying must be going on than is believed to be the case. The Canadian market is firm at $5.25, with orders about the same strength.

LEAD—Orders are of fair strength, and the market keeps firm in view of the firmness of the English market. Lead has been remarkably steady for some time, and the demand has evidently improved. Locally, imported pig is quoted at $3.60.

OLD METALS—There is no change to note in the old metals market. Buying is more active than it was. We quote: Heavy copper and wire, 11c; light copper, 10¼c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $12; No. 2 cast, $9.

TORONTO METAL MARKET.

Toronto, Oct. 30.—The situation in the metal market is practically unchanged, although there are a few surface points of general interest. Prices are about the same as last week. The tendency in the English market is to develop unexpected strength. Tin and copper are leading in interest. Neither the elections nor the result have seriously disturbed local conditions, but with the loosening up of the monetary affairs and the consequent easing of things generally, there is a feeling of stronger confidence. In two or three weeks navigation will close and the shipments of copper, tin, lead and pig iron have been heavier, yet stocks are still light. Idle cars are decreasing and there is a strengthening in tone. From general reports in the United States and England the metal market should be in good condition. The highest priced stocks have been wiped off and quotations now being on the level, there is apparently no danger of any great recession.

There is some awakening in iron and the orders for the past few days have been satisfactory. In sheets, especially galvanized, the state of affairs just now may be described as hard and fast.

A most satisfactory phase is in regard to the steel situation, where there is a decided improvement. This is reflected by the splendid showing made during the past quarter by the United States Steel Corporation, the total earnings for the last three months, exclusive of all expenses incident to operation were $27,106,274, the high record of the year. There are unfilled orders on hand of 3,421,377 tons, which represents the

first increase since December, 1906. The earnings have surpassed all expectations. The highest Wall Street estimate placed them at only $26,000,000. The figures disclose an increase over the June quarter of $6,840,518, and a decrease of $16,698,011 from the quarter ending September a year ago.

PIG IRON—There is no alteration in prices and the trade may still be said to be marking time. The production continues to be on the increase. Cheerful are the reports from the export market. Canadians have been buying heavily during the past week. Some 13,000 tons of structural shapes in two lots have been purchased in the States by Canadian buyers. Another recent transaction was the sale of a lot of 5,000 tons of rails for the Argentine. Canadian buyers have also closed several contracts with American producers for various wire products, the business totaling 30,000 tons. An interesting fact just brought out by the monthly statistics is that the United Kingdom exports thirty-four times as much pig iron as the United States.

COPPER—The strength developed on the English market is being felt here, the quotation of 14 to 14½ still holds good and the tone is firm. The inquiries generally all over the country for finished material are active and larger tonnages are required. There is a revival in the electric interests which will create a stronger demand for copper. The return to active conditions is looked for speedily.

TIN—The most interesting element is that the United States Steel Corporation is buying tin at the Straits, and the rise that occurred both in London and the Straits is attributed to this fact. The deliveries into American consumption during the last half of the month have been much heavier than the first half. Locally, the trade is dull. The quotations continue from $32 to $34.

LEAD—This metal is quiet, although a little stronger in tone. The prices are unchanged.

SPELTER—The figures continue low and there is nothing new in the situation.

SHEETS AND PLATES—A good trade has been done this season and, as soon as cold weather sets in, the activity which has marked these products may not be continued.

OLD MATERIALS—There is not a great deal of trading and there has been no alteration in price during the past few days.

U. S. METAL MARKETS.

New York, Oct. 29.—The Iron Age says: Interest has centred in the pig iron markets in certain sections of the country. A strong buying movement originated with consumers in northern New York, outside of Buffalo proper, spread toward Albany, embraced New England to some extent, and extended southward toward Philadelphia. Just how large the sales have been it is difficult to trace, because the orders were distributed, but it is estimated that there were included about 12 000 tons of malleable bessemer to a New England and New York interest, upward of 15,000 tons of foundry iron to a large electrical plant, with more pending, close to 10,000 tons to manufacturers of radiators, 14,000 tons to one New York pipe foundry and 5,000 tons to a New Jersey pipe foundry. Throughout this territory there are further heavy inquiries, which, like the sales referred to, deal with deliveries for the balance of the year and for the first quarter, little iron being booked for the second quarter. The market has strengthened and low sellers are now in line.

Reports on the export markets continue cheerful. With the exception of Japan, the sales to and inquiries from the principal consuming countries are growing. Among recent transactions is a lot of 5,000 tons of rails for the Argentine and about 13,000 tons of shapes in two lots to Canada. Season contracts have been closed during the past week for various wire products for the Canadian market, the business footing up to 30,000 tons. A conservative estimate of the tonnage of structural shapes which will be closed in the near future puts it at 150,000 tons.

The old material markets continue quite firm. Pittsburg notes sales of 12,000 tons of borings and turnings.

A more cheerful tone pervades the metal markets. While considerably exaggerated in the press reports, there has been a better movement in copper, while the buying is not as large in volume as it was in July, it is more widely distributed. Electrolytic was available until early in the week at 13½c, but it is doubtful whether it can now be purchased at 13⅝c. Lead is stronger, at 4.35c, New York, and spelter is slightly higher, at 4.85c, New York.

U. S. IRON TRADE.

Cleveland, Oct. 29.—The Iron Trade Review says.—The week was featured by the placing of the contract for 24,000 tons of structural steel for the Chicago & Northwestern terminal approach at Chicago, the order going to the American Bridge Co. The general contract for the terminal building was also let to the George A. Fuller Construction Co., but the sub-contract for the 4,100 tons of steel involved has not been placed. The amount of miscellaneous structural contracts placed was not large and was well scattered, but inquiries were brought out for Chicago and New York buildings aggregating 30,000 tons, and for the approaches to the McKinley bridge at St. Louis, amounting to 3,500 tons. The American Locomotive Co. received orders for 25 prairie type and 13 ten-wheel locomotives for the Chicago, Milwaukee & St. Paul, and ten consolidated engines from the Ann Arbor Road, while the Baldwin Locomotive Works will build 12 Atlantic type engines for the St. Paul. In addition to a very lively specifying against previous steel bar contracts, new orders for 4,600 tons of bars were placed with the leading interest at Chicago. The building of additions to plants, particularly in the manufacture of railroad equipment, has been quite marked in the last few weeks. The pig iron market is fairly active.

HARDWARE GOSSIP.

Ontario.

W. H. Field, hardware and plumbing, College Street, Toronto, is advertising his business for sale.

The F. R. J. MacPherson Company, Peterboro, has been incorporated, to carry on business as hardware merchants, stove dealers, tinsmiths, plumbers, etc. The share capital of the company is $40,000.

Max Morell, sales manager of Rice Lewis & Son, Toronto, has resigned to accept a responsible position with the Pittsburg Wire Fence Co., the selling agency for Ontario has been held by Rice Lewis & Son. Mr. Morell will make his headquarters in Toronto.

Mr. Welch, of the P. L. Robertson Co., while operating a machine in the screw factory at Hamilton, had his left hand caught and crushed. Several fingers had to be amputated. Mr. Welch is the inventor of the Ezeon rubber helper, to put on and remove rubbers and overshoes.

Quebec.

Landry & Tremblay, plumbers, Montreal, have been registered.

Beauvais Freres, hardware merchant, Montreal, has been registered.

J. A. Paquin, of St. Eustache, has been on a visit to Montreal.

G. P. LaFerriere, buyer for Cote, Boivin & Co., Chicoutimi, Que., has been visiting Montreal hardware circles.

C. O. Gervais, of St. John's, Que., is busily engaged in looking after the building of a residence. Times must be prosperous with Mr. Gervais.

C. B. Edmunds, formerly in the purchasing department of Fotheringham & Workman, Montreal, is now covering a portion of the Eastern Townships in the interests of the firm. Mr. Edmunds has had a great many years' experience in the hardware business, and should prove a success on the road.

William Keuffel, President of the Keuffel & Esser Company, New York, who have just opened a Canadian house in Montreal, died recently at the age of 70. Mr. Keuffel was born in Walbeck, Germany, and was some years in the employ of a large hardware house in Hanover. Later on he went to Birmingham, and in 1866 he came to America. The following year he formed a partnership with his friend, Herman Esser, for the manufacture of instruments for the surveyor, architect, engineer and draftsman. From a small beginning the business has grown until the factories in Hoboken, N.J., now have a floor space of five and one-half acres, with space for further extension. The firm have branches in Chicago, St. Louis and San Francisco.

Western Canada.

S. Forman, Alexander, Man., has sold to O. Sawyer.

F. A. Healey has bought the business of H. Bentley, Daysland, Alta.

Trade News From Atlantic to Pacific

Maritime Provinces

Two Well-Known Hardwaremen Fail to Secure Seats in Parliament in New Brunswick—Lumbering Outlook Better in Nova Scotia.

HALIFAX.

October 26.—The wholesale hardware business is at a standstill as a result of the elections. Politics are in the air everywhere and until the elections are over there will not be very much doing. A revival, however, is noted in the lumbering business and the Davidson Lumber Company, of Bridgewater, will this season actively prosecute the industry. Already preparations are being made to send a large number of men and teams into the woods. The Davidson Company are the largest operators in the Province, and this decision on the part of the company is welcome news to the lumbermen. It is expected that the cut will be a large one. At the present time they have several large vessels loading at Bridgewater, and this activity is taken to indicate that there is an improvement in the foreign lumber markets. For the past two seasons the lumbering business has been rather dull in Nova Scotia.

A new heating and plumbing business has been started at Sydney under the firm name of Farmer & Lewis. Both members of the firm are thorough mechanics and they will no doubt receive a large share of the public patronage.

The Furness line steamer London City, which arrived at St. John's, Nfld., this week, landed 610 cases of dynamite. Six hundred cases were for the mining companies at Belle Island.

The Woodstock Waggon Company, Woodstock, Ont., have opened a branch in Charlottetown, and Gordon L. Cotton has been appointed the firm's representative.

Fire to-day caused slight damage to the premises of Burns and Kelleher, metal workers, on lower Water Street.—J.H.

ST. JOHN.

October 27.—The hardware business in common with other lines of trade has languished somewhat during the past week or two, owing to the excitement incident to the Dominion elections.

A contract has been awarded by the Department of Public Works, Ottawa, to D. C. Clarke, of this city for building a wharf on the western side of the harbor. The cost is about $287,000.

A work of considerable magnitude is projected for St. John in the dredging of Courtney Bay, on the eastern side of the harbor entrance. Borings were made recently to ascertain the nature of the material that would have to be dredged, and it was found to be sand and silt. Tenders were called for the dredging by the Public Works Department, and the Minister has recommended for acceptance of the Governor-in-Council a contract with the Maritime Dredging & Construction Co. at 38 cents a cubic yard. As there is about 10,000,000 cubic yds. to be removed, the contract amounts to about $380,000. In addition to the dredging, a breakwater will have to be built and then the wharves. The object of the work is to provide terminal facilities for the Grand Trunk Pacific Railway.

Among other works to be carried out by the Dominion Government here, is the building of a breakwater at Lorneville, a few miles down the coast, at a cost of $28,000; a post office and savings bank combined, at Fairville, and a drill hall in the southern end of the city on the militia grounds.

The St. John Street Railway Company is calling for tenders for the erection of a four-storey building on Nelson Street, at the rear of their power-house. The building will be 100 feet front and 40 feet in depth. H. H. Mott is the architect.

George W. Volckman, of Ottawa; Jas. Beveridge, John D. Volckman, and Francis N. Beveridge, of Chatham, N.B., and A. H. Honnington, of St. John, are applying to the Provincial Government for incorporation as the New Brunswick Pulp and Paper Company, Ltd. Their object is to acquire the business of the New Brunswick Pulp and Paper Co., now carried on at Millerton, Miramichi. The company will have a capital stock of $200,000.

Owing to the increased demand for their goods, H. H. Dryden, Limited, of Sussex, are putting on extra men to manufacture tinware.

Two men connected with the hardware trade were in the political contest in New Brunswick. James Pender, head of the Pender Nail Works, was the Liberal candidate for St. John City as a running mate with Hon. Wm. Pugsley, Minister of Public Works, who sought reelection for the city and county of St. John. In Westmoreland county, F. W. Summer, wholesale and retail hardware merchant, opposed Hon. H. R. Emmerson as the Conservative candidate. Both hardwaremen, however, met defeat.

W. E. H.

Province of Quebec

Montreal Retail Hardware Firm Takes Another Forward Step—New York Company Establishes Branch at Montreal.

MONTREAL.

The changing of the name of the Montreal hardware and plumbers' supplies firm of Amiot, Lecours & Lariviere, Incorporated, to that of Lariviere Incorporated, letters patent granting the alteration having been issued, draws attention to the great progress that this concern has made since the date of its inception. It was in 1889 that Albert Amiot and J. E. Lecours started the hardware business with a stock valued at $2,000, and they were joined in 1892 by Fred. C. Lariviere. The business in the ensuing ten years was brought to such great expansion and success that further changes were necessary and the firm was then incorporated under the name of Amiot, Lecours & Lariviere, with Mr. Lariviere as its president, and a paid-up capital of $100,000, which amount represented the earnings of the firm since its organization.

Since that period the business kept on growing in a wonderful way. From time to time most advanced improvements and extensions have been made in the capacity of the stores, warehouses and offices to satisfy the growing needs of the business, and the up-to-date ideas of Mr. Lariviere, until probably the establishment is quite unique. Most progressive innovations have been made with a view of systematizing work and facilitating prompt deliveries. The em-

FRED. C. LARIVIERE, Montreal.

ployes of the firm have been provided with toilet and dressing rooms, with a reading room capable of accommodating 150 persons, while other improvements have been inaugurated for the betterment of conditions under which the employes work, and for their health, comfort and entertainment. In the reading rooms half-hour talks are given by the chiefs of the department on subjects relating to business. The welfare of the female employes has also been adequately looked after. It is also the ambition of the directors to create a technical library for the use of the employes. Already a small one exists.

Another conception—and not the least of the company—has been to develop among the employes the habit of econ-

omy by placing them in a position to participate in the profits of the firm.

A branch of the firm situated in Craig Street, Montreal, has just been remodelled and placed under the management of two heads of departments of the company, A. S. Daly and P. H. Delcourt, these two having absolute control over the operations of this branch.

The change of the firm's name will make no difference in the administration of the company. Mr. Lariviere, who has studied so deeply the theoretical and practical sides of the hardware industry, the effect of which can be seen in his business to-day, and whose facile pen has often enriched readers of Hardware and Metal, still remains at the head of affairs to guide the concern to even greater heights of prosperity. Mr. Lariviere, although a busy man, spares time to give his keen intellect to public affairs. He is president of F. C. Lariviere & Co., of the Colonial Fluid Beef and Specialty Co., and a director of the Montreal-Canada Fire Insurance Co. He is vice-president of the Chamber of Commerce for the Montreal district and president of the Choral Association of St. Louis de France. Although Mr. Lariviere is a very busy man, as we have said, commercial travelers are always welcome at his office, more so if they have an interesting proposition to make. This is not always the experience of men on the road.

The Keuffel & Esser Co., of New York manufacturers of measuring tapes, surveying instruments and drawing materials have opened a branch house at 252 Notre Dame St. west, Montreal. The importance of the Canadian market and the constantly increasing demand for their products, as well as the question of import duties and the prompt filling of orders, determined the firm to take this step. W. C. Hedtke, who was connected with the Chicago branch of the firm, is manager of the Canadian house. Mr. Hedtke has traveled extensively in Canada, and knows the conditions here thoroughly, and he is losing no time in getting affairs into shape. Keuffel & Esser make a speciality of their measuring tapes, which include steel, metallic, corded and cotton tapes.—F. J. A.

Ontario News Items

St. Thomas and Guelph Manufacturers Report Trade Good—Stove Demonstration at Chatham.

OTTAWA.

October 28.—The battle of the ballots which waged keenly on Monday has resulted in returning Sir Wilfrid Laurier and his running mate, H. B. McGiverin, in Ottawa. Thomas Birkett, wholesale hardware merchant, failed to tally sufficiently to record his name as the Capital City's M.P.

On Saturday last the Ottawa Hunt Club held its races at Lansdowne Park. W. G. Charleson and J. B. Duford had entries in the races.

Ottawa's assessment is up to six millions and its population is 80,284, being indicative of an increase over last year of 4,024, and again of over 12,000, including the new additions of the city. The assessment for 1909 is $50,863,200, an increase over 1908 of $6,086,795, and is the largest in the history of the city. This increase in assessment means that the Council and Board of Control will have $88,800 more to spend than in this year.

The building permits issued last week amounted to $50,950.

The extension of the deer hunting season in Quebec until November 10 has enabled many prominent sportsmen who were detained at home for the elections to participate in the annual Fall hunt. —G.E.M.H.

PETERBORO.

Oct. 28.—The Peterborough Lubricator Company has secured for its superintendent, Wm. C. Pennington, of Goderich. He has had a long experience in similar work and is also an old Peterboro boy, having worked with the Canadian General Electric Company fifteen years ago and afterwards with the Carbon Porcelain Company. Later he was in charge of the Henderson Bicycle Co., at Goderich, and from that firm went to the Raymond Co., in Guelph, in whose employ he was for six years. He then returned to Goderich where he has since been. Cyril Currier will assume charge of the office management. He was formerly with the Bank of Ottawa here and later with the Ontario Coal Company.

The William Hamilton foundry is likely to begin operations in a short time. In a few days there will be given to Peterboro capitalists an opportunity to invest in the new company which has already received a large number of orders.

Baptie Bros., of Lakefield, who had the contract for the erection of the new Peterboro curling rink, finished their work last Saturday night. They began their work about the end of August. The firm of Duncan & Doupe have the painting contract and this work they have begun.

The local hardware dealers report excellent sales during the past week of weapons needed for the chase. Rifles, shotguns and hunting knives as well as ammunition are very much sought after. Peterboro is situated within a few miles of the haunts of the deer and as the hunting season begins next week the activity in the sales of the above-mentioned articles is explained.—B. T. H.

TORONTO.

Oct. 28.—J. L. Vokes, who some months ago disposed of his interests in the Vokes Hardware Company, Toronto, and who spent most of the summer in Europe securing agencies and stock, preparatory to establishing a hardware business of his own in Toronto, has returned from the Old Country. He has purchased the stock of the O'Keefe-Sanford Mantle Company, 97 Yonge St., and has already received several shipments of goods from England. Builders' and shelf hardware, cutlery, tools, etc., will be carried. Announcement regarding his new premises will be made shortly.

The Belleville Portland Cement Company has opened an office at 24 Yonge St. Arcade, with A. Chamberlain as manager.

Cameron & Campbell, manufacturers of hardware shelving, 83 Richmond St. west, had a small fire last week, the loss of $300 being covered by insurance.—W. W.

GUELPH.

October 27.—At a meeting of the executive of the Retail Merchants' Association of this city, arrangements were made for the banquet of the association. on November 12.

Richard Mahoney, plumber, was the representative of the Guelph Royal City Curling Club to the semi-annual meeting of the Ontario Curlers' Association held in Toronto last week.

R. B. Louden, of the London Machinery Company, Fairfield, Iowa, is in the city for a few days paying a visit to the local plant. He is making an inspection of the new factory which is being erected, and which is nearing completion.

The light and heat commissioners state that, notwithstanding the fact that three months ago the price of gas was greatly lowered, the quarter just closed shows an increase of about $1,600 over last year. This is a very encouraging report.

The cry of "short work" in the factories seem, with but few exceptions, to have been largely a political dodge. The Page-Hersey Iron and Tube Co. plant has, according to the monthly report, passed through the best month for business during the whole year. Additional hands are being put on, and both night and day shifts are running on full time.

Joshua Wayper, the landlord of the Queen's Hotel, Hespeler, is preparing to make extensive improvements to his premises. These will include the installation of a steam heating system.

The boiler used for heating the Palmerston school has given out and a new one will have to be installed. In the meantime the building is being heated by stoves.

The Goderich Wheel Rigs Co. has now a staff of 45 hands and more are being taken on each week. Harry Edwards started on the road for the company, and W. Dietrich is also representing the company. They are instaling a dynamo and complete electric lights system, and when this is completed will likely commence to work overtime.

The campaign of "home buying" is being actively carried on in this neighborhood. The Blyth Standard has the following to say to assist the home merchants: "Will our citizens ever learn that it is cheaper to deal at home? For instance, during the past week a gentleman from the city has been doing the town, selling small sticks of a preparation that mends all kinds of broken chinaware. He could make a politician look fourteen ways in the line of talk, for he simply puts his listeners into a sort of trance, ends in him getting a dollar for a dozen and a half sticks. Now the ladies are finding out that one of our storekeepers has always been

handling these goods and can make a better bargain than this gentleman. Keep your money in circulation in the home town."

McLean & Dawson, of this city, have just completed the instalation of a handsome fire escape for the Welland opera house. The success of this firm in competing with the larger out-of-town firms speaks well for the durability and efficiency of their goods.

Stevenson & Malcolm, plumbers, steamfitters and electricians, bel eve in being modern in every respect. Besides having their outside signs bordered by electric lights, when the store is closed in the evening, there are always two or three of their fancy gas and electric lights left burning, and these are no doubt responsible for a good deal of new trade.

Word was received on Saturday at the factory of A. B. Jardine & Co., of the death at Rochester of James Dawson, a one-time partner in the firm. James Jardine attended the funeral as the firm's representative.

A. W.

CHATHAM.

Oct. 27.—The elections are over, and merchants can once more settle down to business. In this constituency the fight was very close, A. B. McCoig, ex-M.P.P., of the implement firm of McCoig & McNaughton, wresting the seat from the former Conservative member, H. S. Clements, by a narrow majority.

Last week a very successful stove and cooking demonstration on the Pandora ranges and Caloric gas ranges was held by Jas. E. Gray, local agent for the McClary's, of London. The demonstration was in charge of F. A. Smith, who gave a number of very interesting talks on cooking, as well as showing the ladies the practical workings of the company's goods. The demonstration lasted from Oct. 21 to 24 inclusive, being concluded with a social evening on Saturday night, when light lunches were served to all comers.

Fred. C. Moore has accepted a position as traveling salesman with Westman Bros. Mr. Moore was formerly a member of the Westman staff, but latterly has been located in Wallaceburg.

Park Bros. last week completed the instalation of a new filter at the city waterworks.

Jos. Laing & Son, the Ridgetown hardwaremen, will shortly move to the more commodious premises lately occupied by the Northway Co., on Main St.

S. R. Turner, who has been conducting a small washing machine and novelty factory here, has lately purchased an hotel property in Leamington, and now contemplates the transfer of his factory to that town. He is asking a $4,000 loan and other concessions.

The general store of A. J. Pesha, at Kent Bridge, was broken into last Thursday night and several articles, including five watches, stolen. An attempt was also made last week to break into A. J. Brown's store at Coomber. Rural merchants hope that these incidents do not presage a return of the epidemic of burglaries which rendered country storekeepers in Kent and Essex so uneasy last spring, and with which the authorities seemed powerless to cope.—W. E. P.

ST. THOMAS.

October 28.—An encouraging report on the business outlook is made by the J. H. Still Mfg. Co. This firm is still running its factory eight hours a day, and reports trade excellent. Their western trade alone has increased 50 per cent. this year, and the outlook is bright for a specially good year in all territories. While this speaks well for the increasing demand for the Still productions it also is a good indication of how business is increasing among manufacturers all over the country. The demand for the Still Company's specially branded "Empire" hockey sticks is very heavy and large orders are being filled. —F.M.A.

The Prairie Provinces

Active Development Work Being Done in Northern Saskatchewan—New School at Nutana—Many New Stores Being Built.

SASKATOON.

Oct. 26.—John Luck is building a small store 16x25 on Twentieth St. west.

L. H. Massey, of the hardware firm of Massey & Cherry, and W. J. Smith, of the Western Plumbing and Heating Co., have recovered from an attack of fever.

Alderman Wm. Hopkins, of the Twentieth St. Hardware Store, has been doing duty this week as a magistrate at the police court.

Sir Thomas Shaughnessy and W. Whyte, of the C.P.R., were in town last week inspecting the company's yards, shops, station and roundhouse. They were met at the station by President Isbister, of the Board of Trade, and Mayor Wilson.

One of the candidates in the field for mayoralty honors at the coming civic elections is Alderman W. Hopkins. Mr. Hopkins has been one of the city's sucfessful business men and is confident of coming out at the head of the poll.

Steel on the Goose Lake line has now reached beyond Tessier and graders are at work some thirty-five miles further on. Sites have already been purchased for three elevators, one hardware store and a hotel. A feed barn will also be amongst the business establishments of the new town. Further developments are looked for as soon as a train service is put on. The owner of the site for the hardware store is W. Hopkins, of this city, who owns a farm in that vicinity.

At the last meeting of the Nutana school board a requisition for a school at Sutherland was received from residents of that suburb. The request was supplemented by Superintendent Maharg, of the C.P.R., as the railway shops and roundhouse of the company are situated there. The board decided to comply with the request and a school suitable for the requirements of the district will be built. The addition of a school to district will be an inducement for men with families to work at the machine shops, which are owned by the C.P.R.

The quarterly meeting of the Board of Trade was held on Tuesday, presided over by President M. Isbister. A report of the work done by the council of the board was submitted to the meeting and proved very satisfactory. At present Commissioner Sclanders is trying to interest builders in the erection of apartment blocks in this city as the need of such is felt by the public. Negotiations are now taking place and it is probable that at least one block may be begun this year.

There is considerable building activity in Langham now that the season is nearly over. R. R. Brown is building a store on Main St. C. Peyton is erecting a residence and amongst other improvements is a new addition to the Central Hotel to be used as sample rooms. There is general activity in the grain trade and indications are that more cars will be needed than are being supplied.—D. G. R.

PRINCE ALBERT.

Oct. 26.—There is considerable railway construction going on in town at the present time. Grading has begun between the old C.P.R. and the new C.N.R. station. The roundhouse will also be enlarged by the addition of a machine shop and a system of hot air heating will be installed.

There is an air of optimism about the lumbermen of Prince Albert these days, which indicates that prospects in the industry are good. Along the new line of the Grand Trunk Pacific through its prairie section the demand for lumber has been so active that the Sturgeon Lake mill will have to be run with a double shift of men all winter to fill orders. The capacity of the mill when run full time will be eighty-five thousand feet each twenty-four hours but there is an immense business in front of the mills if they can only produce the material. The mill just mentioned is situated some thirty miles north of Prince Albert and the finished product is brought to town by means of an engine and train of cars.—D. G. R.

British Columbia

Vancouver Wholesaler Married—Store Changes Hands at Armstrong—New Building By-law at Victoria.

VANCOUVER, B.C.

October 24.—Wholesale hardware is a little quiet, after a good steady business which has been satisfactory.

Heavy lines are well stocked and retailers are drawing from these and curtailing their orders ahead. This is not an altogether bad sign, for it shows a healthy condition.

H. B. Morley, of Vancouver, has purchased the stock of hardware, paints, oils, etc., of Armstrong & Leverington, of Armstrong, B.C., and will take possession as soon as stock is taken. The new owner is thoroughly conversant with the business, having engaged in it a number of years. Mr. Armstrong says he will go into fruit farming, while Mr. Leverington will devote his time to his acreage property at Eastview, not far from Armstrong.

Hendrie Leggat's many friends in Vancouver are ready with congratulations on the occasion of his marriage, which took place in Hamilton on Oct. 20, to Miss Annie Gillard. The groom is a member of the firm of Wood, Vallance & Leggat, and is connected with the branch in this city.

Building permits for the week totalled $55,470, being in almost every instance for homes.

Last Monday the Civic Water Committee awarded the contracts for the supply of pipe necessary for the extension of the Seymour Creek system to Little Mountain, as well as for the ordinary city extensions next year. The tenders were:—For steel mains, including 10,000 feet 12-inch, 17,000 feet 16-inch, 10,000 feet 18-inch, and 1,500 feet heavy 18-inch—Evans, Coleman & Evans, $70,855 and $64,155; Thomas Piggott, Glasgow, per B. Robinson, $59,939; John Inglis Co., $96,815 for riveted main; A. J. Forsyth, $58,151 riveted; Munderloh & Co., per F. Darling, $69,835, lapwelded; Robertson, Godson Co., $72,804 and $72,608, lapwelded; Vancouver Engineering Works, $62,850, riveted, $69,900, lapwelded; Robt. Ward & Co., $72,605, lapwelded; Crane & Co., $82,295, Mathewson joint; C. Gardiner Johnson & Co., $79,165, lapwelded. The engineers recommended that as lapwelded pipe was the most satisfactory, only tenders for this type should be considered. The contract was awarded to Thomas Piggott & Co. Tenders for 10,000 feet 4-inch, 30,000 feet 6-inch and 10,000 8-inch cast iron pipe were: Canadian General Electric Co., $3,320; B. Robinson, $30,019; C. W. Stancliffe, $31,077; C. Gardiner Johnson & Co., $31,670; A. J. Forsyth, $29,862; Vancouver Engineering Works, $31,247; Evans, Coleman & Evans, $29,862; Robertson, Godson Co., $30,240; Munderloh & Co., special steel, $26,700. Award to A. J. Forsyth. Evans, Coleman & Evans were awarded the contract for 1,000 feet of submerged main at $44 per ton; Robertson, Godson Co., Ludlow, hydrants, $40.50; and the same firm pig lead at $3.64 per 100 pounds. The awards were ratified by the council the same evening.

Nicol Thompson, of this city, has promoted a company known as Mabor (Canada) Ltd., with a capital of £50,000 to buy the magnesite beds owned by David Gibb, of Vancouver, and lying near Atlin, and in the Spring it is proposed to start the erection of a plant for the manufacture of magnesite bricks, etc. It will be the only establishment of its kind in Canada, and should do a good business not only in the Dominion but also in the United States, as 53,000 tons of this material were last year imported from Europe. The company has other objects in view, but this is the immediate work. It is doubtful if a purer product than that of Atlin can be found in the world. The magnesite used in England comes from Greece, but is not in the finely powdered or pulverized form that the British Columbia article is. Nature here has done what is accomplished with chemicals. Magnesia cement will also be manufactured and this should prove a good venture, as this kind of cement is used in very many forms.

J. M. Gruber, general manager of the Great Northern Railway Co., was in the city this week, after a trip through the interior of the Province. He stated that the improvements in connection with the terminals here, which would cost about $1,000,000, were only a beginning, as ultimate plans had yet to be worked out. Many of the company's officials were with Mr. Gruber.—R.B.B.

VICTORIA.

October 24.—Amendments to the building by-law are being considered by the city council, and they are being left over from one meeting to another as it is thought some of the provisions are altogether too drastic. Under the proposed amendments it is provided that in every case where a person intends to erect a building other than a private residence, within any closely settled residential section of the city the purpose for which the building is intended shall be set forth in detail. The object is to prevent the residential sections being deteriorated by enterprises being carried on to the detriment of the enjoyment of the citizens or their property. The inspector is given power to refuse a permit for any such building, and the following classes are specifically mentioned as being excluded from the residential sections of the city: Premises intended for use as breweries, brickmakers, blacksmith shops, boiler shops, bowling alleys, public billiard or bagatelle rooms, blood or bone boiling chemical works, cabins, dance halls, foundries, fishmongers, fishcurees, fish canneries, hide warehouses, laundry and wash buildings, livery stables, oil refining or extracting, paint works, piggeries, poultry (alive or dead) dealers, stables, saw or planing mills, soap works, soap boilers, skating rinks, saloons, tanneries, tallow melters, tripe boilers, or any industry employing steam or electric power. The by-law in general is modelled after that in force in Winnipeg.—B.R.

ROSSLAND.

October 24.—E. J. Bennett, of W. Bennett & Sons, fuse manufacturers, of Camborne, Cornwall, England, was here for a few days looking over the field and conferring with H. P. Dickinson, the Kootenay agent for the firm. Mr. Bennett has been making a six months' tour of South America and Mexico in the interests of his firm and is now on his way home. He stated that 230 hands were used in the company's factory and that 60 miles of fuse were turned out every day.

CLIMBING THE LADDER.

R. C. Misson has been appointed manager of the manufacturers' sales department for Canada of the Sherwin-Williams Co., with headquarters at Montreal. The creation of this position has been made necessary by the rapid growth of the manufacturing business in Canada and that department of the Sherwin-Williams business which supplies this class of trade.

Mr. Misson was born at Port Hope in 1869 and at the age of 15 engaged with the hardware firm of Dingwall & Ross, leaving them to join the Sherwin-Williams Company when that company established its Canadian plant in 1895. Mr. Misson was a successful salesman, calling on the retailers between Toronto and Montreal and six years ago was

R. C. MISSON, MONTREAL.

advanced to call on the manufacturers only. His home for several years has been in Toronto but he is removing to Montreal in order to undertake the work of his new position.

CATALOGUES.

Wire Goods.

One of the most complete catalogues of wire goods ever presented to the trade has been issued by the Canada Wire Goods Manufacturing Co., Hamilton, Ont., makers of wire cloth, ornamental iron and wire work. The company's motto is, "If it's made of wire, we make it," and their catalogue bears out the motto, the index of articles made occupying a page and a half. No attempt will be made to mention more than a few seasonable lines, such as coal sieves, corn poppers, spark guards for fireplaces, wire door mats, etc. The catalogue, however, is one that should be kept on file by every hardware man, as frequently orders can be secured for many of the lines illustrated. Copies can be had by mentioning Hardware and Metal.

LePage's Door Check.

An illustrated catalogue has been issued describing LePage's oil door check and spring, manufactured by the LePage Door Check Manufacturing Co., 237 Lansdowne Avenue, Toronto. While small it is complete, and its eight pages are replete with a lot of useful information helpful to the dealer who wants the latest ideas to present to prospective builders. Send for a copy and mention this paper.

We wish to
assure Hardware Dealers,
Clerks, Travellers or Manufacturers
who use our "want ad." columns that
by using a box number all information given
us is

Strictly Confidential

We will not divulge under any consideration the name of the advertiser. Moreover, when requested to do so we will forward replies *in plain envelope*, making it absolutely impossible for even your next door neighbor or fellow clerk to know anything about the advertisement you have inserted.

Rate for Condensed Ads.
2 cents per word first insertion.
1 cent per word subsequent insertion.
5 cents additional each insertion when Box Number is required. This covers cost of mailing replies to you.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

EVERY HARDWAREMAN should handle the Time Saving Coupler. It is a sure saver of time and temper; it works simply and instantaneously, and its joints are absolutely watertight. The unusual advantages possessed by the Time Saving Coupler will make it popular among your hose using customers. (tf)

FOR SALE—Safes. Fine new fireproof safe, new burglar-proof safe; latest type; prices right. The Canadian Fairbanks Co., Ltd., 26-28 Front St. West, Toronto. (44f)

ONE WILSON WAGON SCALE, 3 beam, Diamond steel bearings, 8000 lbs. In first-class order. Address Box 23, Whitechurch, Ont. (47)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

COMPLETE SET TINSMITH'S TOOLS, with parallel cutters. Box 756, HARDWARE AND METAL, Toronto. [43]

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

A COMMISSION FIRM, with sample rooms in Calgary, are desirous of securing agencies of hardware specialties for the Province of Alberta. Subscribers have good connection and call regularly upon the trade. Address Box 753, HARDWARE AND METAL. Toronto. (43)

A WELL ESTABLISHED JOBBING FIRM calling on the stove and hardware trade in the city of Toronto and suburbs, who have some shelf room to spare, would like to hear from manufacturers or others who wish a representative to handle their goods on a commission basis. Box 758, HARDWARE AND METAL, Toronto. [46]

RETAIL HARDWAREMAN, with wide experience, wishes to establish himself as manufacturers' agent in Toronto, and would like to correspond with manufacturers who are interested. Best of references can be given. Address Box 101, HARDWARE AND METAL, Toronto. (tf)

WESTERN AGENCY WANTED for good saleable line of goods. Box 755, HARDWARE AND METAL, Winnipeg. (44)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

CHAINS, ANCHORS, &c.—A Lancashire firm manufacturing chains, anchors, windlasses winches, capstans, steering gears, tanks, iron buoys, pontoons, lighters, dock accessories, &c., desires to communicate with Canadian firms, with a view to opening up business connections. (1538f,45)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

GENERAL HARDWARE STOCK, — $4,800, in Ontario. A good town, having A1 farming section around it. Satisfactory reason for selling. Apply Box 751, HARDWARE AND METAL, Toronto. (43)

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad. under the heading, would probably put you in touch with the right man.

MANUFACTURER would like to invest from three to five thousand dollars in prosperous retail hardware business near Toronto. State value of stock carried, yearly turnover and other particulars. Box 100, HARDWARE AND METAL, Toronto. [45]

PARTNER WANTED — Practical tinsmith, with about $800 to $1500. For particulars apply Box 29, HARDWARE AND METAL, Winnipeg. [47]

MISCELLANEOUS

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

ATTENTION Hardware Specialty Manufacturers.—Let me sell your goods on commission. No sale, no charge. Oscar Larson, Box 545, Sault Ste. Marie, Mich., U.S.A. (47)

$60,000,000.00 Shrewd merchants all over the world have paid $60,000,000.00 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Avenue, Toronto, Ontario.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Tinsmith; steady employment; must have good references; state age, whether married or not, wages expected. E. S. Hubbell & Sons, Thamesville, Ont. (44 f)

WANTED—Young man for clerk in general store; send references and state wages without board. A. S. Lambe & Son, Meadowvale. (44 f)

PRACTICAL MAN, with knowledge of stove manufacturing, for general foreman. P. O. Box 256, Hamilton, Ont. [44]

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED—Position as book-keeper and accountant. Has had training with wholesale, retail and manufacturing firms. Can give best of references. Address Box 102, HARDWARE AND METAL, Toronto. (45)

HARDWARE CLERK, reliable, good salesman and stock keeper, wants position in progressive western town. Age 27, single. Box 11, HARDWARE AND METAL, Winnipeg. (43)

BOOKS FOR METAL WORKERS

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid.

TINSMITHS' HELPER AND PATTERN BOOK by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

Open for Engagement

Salesman with best connection with the wholesale hardware trade, also the better class retail trade, throughout Canada, will be open for engagement for Jan. 1st.

Best credentials furnished as to a "business getter" and character.

Apply Box 757,
HARDWARE & METAL,
45 TORONTO

VOLUNTEER BOUNTY ACT, 1908.

WARNING TO PURCHASERS

EVERY assignment of the right of a South African Volunteer entitled to a land grant must be by way of appointment of a substitute and must be in the form provided by the Act.

Special attention is called to Sub-section 3 of Section 5 of the Volunteer Bounty Act, 1908, which provides that no assignment of the right of a volunteer by the appointment of a substitute shall be accepted or recognized by the Department of the Interior which IS NOT EXECUTED AND DATED AFTER THE DATE OF THE WARRANT FOR THE LAND GRANT issued by the Minister of Militia and Defence in favor of the Volunteer.

J. W. GREENWAY,
Commissioner of Dominion Lands,
28th September, 1908. Ottawa.
(44)

THE SITUATION IN THE WEST.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Oct. 27.—The situation in wheat has changed very little for the entire week. The market has never been a very rapid one but it had been steady and held remarkably strong all week. The forward movement has averaged rather more than 400 cars daily for the week and this increasing movement has very naturally lessened the premiums that are paid on spot wheat. On Saturday morning ¼c was paid on spot No. 1 Northern but later in the same session a large quantity of spot wheat was applied on the option. During the latter part of the week there has been little or no demand for No. 2 and No. 3 cash wheat but there has been fair trading in November.

The Grain Exchange is practically the only place in the city where it is possible to escape the discussion of politics and inside the sacred precincts of the trading rooms you never hear them mentioned. Probably by this time next week the majority of politicians will have ceased even to explain how it happened which will be a relief to people who while taking an intelligent interest in the questions of the day have no use for party politics. The excitement seems to be confined largely to the centres, the farmers being busy hauling grain or ploughing. The weather has been admirable for the latter work and it has been pushed with vigor all through the month of October and not only has a large amount been accomplished but the work has been particularly well done and should insure an excellent seed bed for next spring.

The cattle market is pretty dull, receipts of second rate butchers being very much in excess of demand. Receipts of all classes of stuff are large and by the end of the season it will not be possible for any man to complain that he could not get his stuff out for lack of cars. The hog situation is much the same as the cattle. Farmers are shipping in a great lot of underweight hogs that the packers have no use for. There is absolutely no excuse for this for feed is abundant and the weather could not have been better for the finishing of hogs than it has been for the past two months. There has been such an excess of thin hogs that the market has broken a full cent. There has been no slackening of demand for good bacon hogs; indeed, the packers are receiving far less than their requirements but the forcing of so much undesirable stuff on the market could have but one effect.

The Dominion Live Stock Commissioner for the West is making arrangements with a number of farmers to feed bunches of steers under Government direction this winter. There is an increased tendency to go into winter feeding, but it is not being done to the extent it should be as witness the thin, half-grown stuff that is being offered for sale.

The Dominion Department of Agriculture hope by offering certain inducements, to secure a number of farmers who will take up this work of demonstrating how easily and profitably cattle can be finished in the open in the Canadian West during the winter and thus use up the coarse grains and ship them out in the most concentrated form, viz., that of good fat beef.—H.

WRONG ENGRAVING USED.

A mistake occurred in the advertisement of E. T. Wright & Co., Hamilton, in Hardware & Metal of October 24, a cake tin appearing where the cut of a dish pan should have been shown. The correct engraving is being used in this issue.

Building permits were issued at Ottawa last week to Frank Bissonette, dwelling, $5,000; Thomas Deane, dwelling, $1,600; Breary Slinn, dwelling, $4,000; F. X. Lemieux, dwelling, $4,500; S. J. Davis and James Hill, two dwellings, $7,000; N. J. Sevigny, double dwelling, $2,900; J. Holmsted, row of four houses, $3,000.

ROSS BROS.

LIMITED

HARDWARE ONLY

"Alberta Oaks"

are not light, undersized, shoddy, thrown together articles, but heavy, full-sized, well made goods that have already established a reputation for themselves in Alberta.

We solicit your orders.

EDMONTON, ALBERTA

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited

WINNIPEG, MAN.

A Want Ad. in Hardware and Metal will reach practically every man in the trade from Halifax to Vancouver.

BAS-KA-NO and LIN-UNA

TAPESTRY BURLAPS

New and attractive wall coverings for decorating walls of halls, stairways, bathrooms, dining rooms, etc. Latest colors, standard widths.

A sample book showing colors and full particulars for the asking. Drop us a post card.

The Winnipeg Paint & Glass Co., Limited

CALGARY - WINNIPEG

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware

EDMONTON, ALTA.

G. F. Stephens & Co., Limited

WINNIPEG AND CALGARY

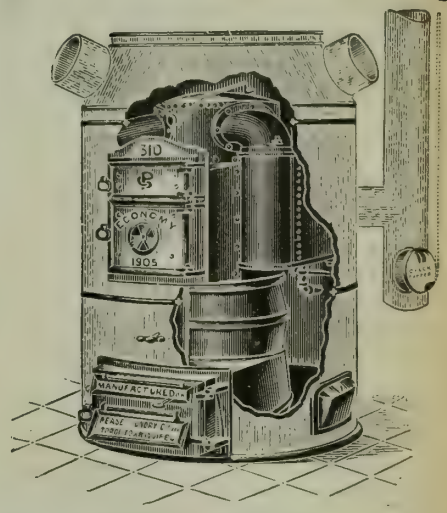
Headquarters for

Polished Plate Glass
Window Glass
Figured Glass
Leaded Art Glass

For anything in Builders' Glass, send in your specifications and let us figure on them. Quotations given either by wire or mail. Years of experience, the finest equipment and ability of the highest order enable us to ship same day as received.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

FACTS WORTH KNOWING ABOUT PEASE "ECONOMYS"



The working cost of a furnace is of far more importance than the first cost. **The service given is the best proof** of value. **78,000 "Economys" are now in use.**

When you are told that "Economys" are high priced, **don't forget** that this has reference **to the first cost only.** "Economys" have **weight in the vital parts** where it is essential, and **high grade steel** in the **Dome** and **Radiator** where **strength instead of weight** is essential. That is **why they cost** more to manufacture and is **why they last** and give satisfaction.

Additional advantages which they possess over others, such as **anti-clinker grate, non-clogging fire-pot, hot-air blast,** etc., are improvements which perfect combustion and are special features for which no extra charge is made. The dealer will find that an **agency for "Economys"** is a **valuable and never-failing asset,** and the consumer will have secured

The Most Perfect Heating Apparatus Obtainable

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Oct. 30, Room 511, Union Bank Bldg, Winnipeg.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.75; 5-6x5, 6 and 7, $4.40; ⅜x6, 7 and 8, $4.25; 7-16 x7 and 9, $4.15; ½ x 8, 9 10 and 12, $4.05; ⅝x10 and 12, $3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 and 10; copper: No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7; 3-16, $5.50; ⅜, $4.90; 7-16, $4.70; ½, $4.40; ⅝, $4.20; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel, 35; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

STOVE PIPES—6-inch, $9.25; 7-inch, $10.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ p.c. Other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $36; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼; pure manila, 13¾c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12 smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs. $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.30; Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

PIG LEAD—$5.50. Lead pipe, $7.

SHEET ZINC—Casks, $8; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9.00; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45.00; 4½, $52; 5, $58; 6, $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON — Apollo 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

TIN PLATES—I.C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50; ½ box, $6; IXX, full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS — White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, bbl. lots, 65c. Linseed oil, raw, 62c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Oct. 30.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85 brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2, cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, $9 doz.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11½c per lb.; British manila, 12½c; pure manila, 15½c.

BUILDING PAPER—Plain, 62c per roll; tarred, 82c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

MEETING OF SALES MANAGERS.

The first meeting of the National Sales Managers' Association was held at Chicago, on Oct. 3. This association, as the name implies, is composed of sales managers from the different mercantile concerns, its object being to promote the interests of its members as managers of sales departments. Walter D. Moody, secretary of Chicago Association of Commerce, with whom such an organization has aways been a pet theme, is the prime mover in the association and occupied the chair at the inaugural meeting.

FIRE, LIGHTNING, RUST AND STORM PROOF

SIMCOE, ONT., April 9th, 1908.

"We have handled your 'Eastlake' Shingles for nearly a quarter of a century. They have been on the Court House, Free Library, and other public buildings of this town for 18 years. We have used very large quantities during the past 25 years, and they have always given first-class satisfaction, and have never required any repairs."

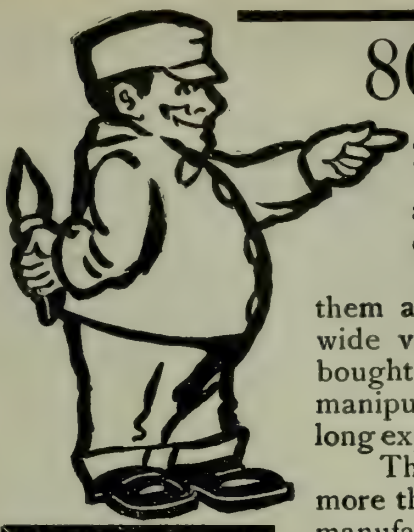
(Signed) MADDEN BROS.,
Tinsmiths and Hardware Merchants.

Write for Booklet.

The Metallic Roofing Co., Limited, Manufacturers

TORONTO & WINNIPEG

49



800-odd Liquids and Dry Stocks

are used in the manufacture of Sherwin-Williams Paint and Varnish Products. Some of them are exceedingly costly. Such a wide variety of raw materials can be bought to advantage and successfully manipulated only by a concern with long experience and great buying power.

The Sherwin-Williams Co. has had more than forty years experience in the manufacture of paints and varnishes. We have facilities for buying in practically every market in the world. Being the largest manufacturers in our line in the world, our consumption is so great that we secure first pick of materials in many lines, and many producers of raw materials save their exceptionally fine lots for us. As a result

SHERWIN-WILLIAMS PAINTS AND VARNISHES

are the highest quality paints and varnishes made, and the line includes a larger assortment of different products than any other line on the market. There is a special product for every purpose. When the dealer handles The Sherwin-Williams Line of Products it is not necessary for him to recommend or sell products for uses for which he knows they are not well adapted. *Write us today for interesting information.*

THE SHERWIN-WILLIAMS CO.

LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

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CORRUGATED

WRITE FOR PRICES

METALLIC ROOFING Co.
LIMITED.
TORONTO, CANADA.

IRON

A handsome steel siding for all kinds of building purposes; supplied either Galvanized or Painted.

OUR ROCK FACED STONE

is fire and damp proof—resists all weather conditions—is very reasonably priced — and can be so easily applied it gives universal satisfaction.

Find further facts about it in our catalog.

Metallic Roofing Co., Limited,
Wholesale Manufacturers,
Toronto, - - Canada

LePage's Oil Door Check and Spring

Also BOTTOM STOPS

Send for Catalogue and Price List.

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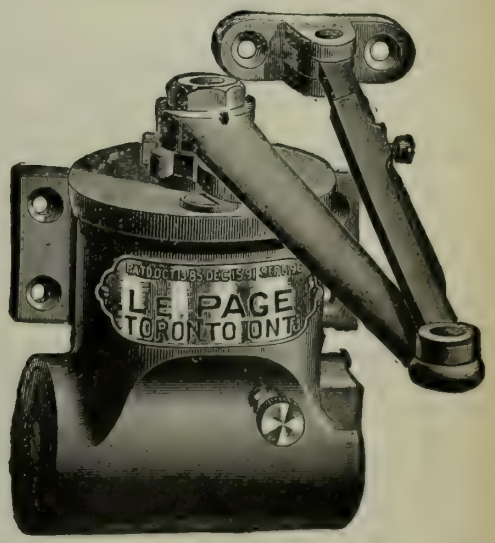


LePage Door Check Mfg. Co.

237 Lansdowne Ave., TORONTO

PARK 1086

THE LOVE OF EXCELLENCE

Doing Things With a Lofty Purpose the Secret of Success and Advancement.

By Orison Swett Marden in Success Magazine.

William Howard Taft's remarkable career is an illustration of the steady and persistent advancement which comes from doing things with a lofty purpose in view.

Mr. Taft did not have great genius to start with, but he decided to make it an invariable rule to do whatever came to him so especially well that it would become a stepping-stone to something higher.

Many young men look for an open door to advancement outside of their regular work; to some mysterious power or good luck. But young Taft knew that his ability to do something more important would be judged by the quality of his daily work, and that the step to something higher, to the place above him was in the thing he was doing at the time. He knew that his record must ultimately stand, not on what people though he could do if he had an opportunity, but upon what he actually did, and that his advancement depended on the trade-mark which he stamped upon everything that went through his hands.

A love of excellence for its own sake characterized Mr. Taft from boyhood, and it is this, above all else, which has enabled him, amid the turmoil and temptations of public life, to keep his record clean and to stamp superiority upon everything he does, and to do everything to a complete finish.

His career is a good example of the advancing force of high aims, and the possibilities that lie in doing everything entrusted to one just as well as it can be done.

Prepare for Something Better.

Every little while we hear of young men and young women taking sudden, tremendous jumps. Apparently without any intermediary steps they leap from the position of a stenographer or private secretary to a much more responsible situation. If we investigated we should find that the person who seems to advance at a bound has been preparing for the higher position for years; by earning vastly more than he found in his pay envelope, by doing whatever was given him to do to a complete finish, thus building up a reputation for doing things in a superior way, and also establishing confidence in his employer that he is capable of filling a more responsible position.

A new York millionaire told me, some time ago, that when working his way up his salary was raised from seven dollars a week to three thousand dollars a year without any intermediate steps, and he was also made a partner in the concern for which he was working. He had agreed to work for the firm for so many years at seven dollars a week, but he had grit and determination and no idea of just trying to earn seven dollars a week and then stopping. He was resolved to show his employers that he was equal to any man in their employ, and that he was capable and worthy of being made a partner. The quality of his work very quickly commanded attention.

Put your trade-mark upon everything you touch.

Every Item is Important.

Every piece of work that goes out of your hands is more important to you than every piece of the work that goes out from the factories of the well-known New York firm, Tiffany & Company, is to them. They can back everything they do with the weight of a reputation which required a century to build up. Everything that goes out from this establishment is guaranteed to be just as they represent it, the best of its kind. How did it get its world-wide reputation? By doing things to a complete finish, by doing them as well as they could be done, by being absolutely reliable.

You are not in the store-keeping business, but you are in business of some sort. What is your merchandise? Everything that comes out of your hand is a piece of your merchandise. You are giving it to the world in your service. It should bear the hall-mark of your character, should have your trade-mark upon it.

Everything you do should stand for superiority, for excellence; should be proof positive that it is not done in a slipshod, slovenly way, but that it is done to a complete finish, just as well as you know how to do it, just as well as any human being can do it.

Some one says that efficiency never has to go begging for advancement; the man that masters his trade goes to the front.

I know a young man who was advanced over the heads of much older men than he is, simply because he filled minor positions with marked superiority and took infinite pains to stamp his efficiency and integrity upon everything he did. His financier employers watching him, took his measure and placed him in the highest office in their institution, a position which he has filled for years with great efficiency. He has recently been offered the presidency of a great institution in which he has had no experience whatever. He was chosen because of the marked superiority which has characterized his work and everything he has ever undertaken.

Finishing Things.

I once knew this young man to forego an important banquet to which he had been invited, and keep a force of stenographers in his office until ten o'clock at night, rewriting a large number of letters, because of a mistake which many of those in positions above him would have regarded as too trivial to make such a fuss about. A misspelled word, a carelessly written letter, bad punctuation, a stamp up-side-down or crosswise on an envelope, a blunder or inaccuracy of any kind were not trifles to this man. Everything which went through his hands had to be done to a complete finish. To do it "fairly well," "pretty well," was not enough; it must be done just right. No doubt many of those above him laughed at him for being so particular, for keeping his stenographers after hours to remedy a trifling defect, but they did not laugh long at him. The officers who would not recognize him on the street a few years ago, when he was a "nobody" in the concern, now take their hats off to him.

Make it an unvarying principle of your life to touch nothing upon which you can not put the trade-mark of your character, the patent of your manhood. When any piece of work goes out from your hands, let it bear the stamp of a man.

OUTWITTING THE STOVE PEDDLAR.

The following letter sent out by a Texas firm last month, is a first-rate example of what straight talk does. Before it was sent out the peddlar sold ten ranges, but the letter and an ad. in the local paper made it so uncomfortable for the intruder, that he only got rid of one more before he departed for some other district where the hardwaremen were less active in looking after their interests. There are plenty of ranges on the market that have points of superiority over the peddlar's range, and the dealer is certainly unmindful of his own interests if he does not give prominence to these features to his home customers.

Maypearl, Tex., Aug. 1, 1908.

Dear Sir :—Since sending out our last circular letter on stoves and ranges, we have been informed that there is a party going through the country selling ranges at $79.00 each, that he claims will last twenty years, and we have also been informed that this party is representing that our ranges are third-class goods, and that lots of them have burnt out in two years' time.

Now, we have only been in business four years, and we have inquired about the steel ranges we sold in 1905, and find that they are all intact, and apparently as good as new; but supposing, for argument, that he is correct in stating that our goods are inferior and his first-class.

The highest priced stove we sold in 1905 was $50.00, which was $29.00 less than this 'so-called" first-class range; and, allowing that the money is worth

CANADA PLATES

Galvanized

Polished

Half Bright

STOCK AND IMPORT

A. C. LESLIE & CO., LIMITED

MONTREAL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

IVER JOHNSON SAFETY AUTOMATIC REVOLVER

We point to the difference between the positively and absolutely safe Iver Johnson Safety Automatic Revolver and the imitation near-safeties. *They* have some device *added to* them to make them near-safe. The safety feature of the Iver Johnson *Safety* is the firing mechanism itself—not some spring or button device to pull or press. That is why you can, in perfect safety—*not* near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. ADVERTISED in all the big magazines and sportsmens' periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS

330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES

Hammer the Hammer.

TACKS

Specify "M.R.M." when ordering Tacks

None Better Made.

THE MONTREAL ROLLING MILLS CO.

ten per cent., that $29.00 at compound interest is now $38.59 ; and if his stove should only last one year more he will have $42.44 to put out on a new stove.

Nearly all of our customers have assured us that their stoves are good for ten years at least, and if they are, the $29.00 saved in 1905 will be $75.16 by that time, or nearly enough to buy one of these first-class ranges.

We challenge anyone to show us a range or stove costing over $20.00, sold by us since we have been in Maypearl, that is burnt out, and the interest on $79.00 will buy a $20.00 stove every three years, a $25.00 stove every four years, a $35.00 stove every five years, and a $50.00 range every six years. If you don't believe this, give us $79.00 and we will guarantee to keep you in stoves the balance of your lifetime.

Yours truly,

JONES & DAVIS.

RIGHT WAY TO INSTAL FURNACE.

I have installed furnaces of every kind, writes John N. Dittmar, in the Metal Worker, and have found but one furnace that gives entire satisfaction, and that is a heavy cast iron furnace well made. It will last and hold the heat long after the fire is out. While the steel furnaces are good, they do not keep a steady heat, and after the fire has gone out your rooms are cold.

The way I install all my furnaces, no matter what make, is as follows : I start and dig a pit not less than 14 in. deep the full size of the base, and in the centre I build a brick foundation or pier to take the weight off the side arms of base. I first build a brick circle the right height, according to the size of the house to be heated, and let it set 6 hours before putting on the base. When cement and brick are ready I take a level and set the base and cement the frame for the ashpit ; then I put in the grate bars and set the firepot up, then the radiator or dome, cementing all cracks as I proceed. The front, if it is of that make, is then set, then the lower casting and ring. To make a good job is to order casing finot cut for water pan or for the cold air supply.

The way I put up a casing is to take a rope and fasten one side on the front and go around with the casing, or the galvanized iron which it is made of. In this way one man can install a hot air furnace in three days, including cellar and wall pipes. Then I put up the second part of the casing and the ring. The hole for the flue is cut by taking a hammer and marking the hole, using circle shears and cutting the hole the right size, so as to make a neat job. Then I cut for the clean-out doors, put on the hood, then all doors and next set up the smoke pipe. Call this one day's work.

The next day I start cutting holes in the walls or floors, and call this a day and a half. Next the holes for the hot air risers and run up the pipes, using no elbows unless needed. Dampers are put in all warm air pipes, as then the hot air can be checked at the furnace, and there is no current of hot air going up to the register in the floor with a loss of heat and coal.

Set a cold air register in the hall near the outside door when it will give a proper return from all rooms downstairs and one cold air from upstairs through the wall for proper circulation upstairs; then the rooms upstairs will heat evenly. Dividing the cold air equally with the hot air, say 930 sq. in. of warm air and 930 sq. in. of cold air, gives the proper relation. Take my advice, It will sell lots of warm air furnaces without trouble in instaling and with assurance of guaranteeing all the work hereafter. This is worth lots of money to the trade and to the people who do this work.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

A $9,000 school will be built at Golden, B.C.

John Hayman will build a rooming house at London.

Dr. F. L. M. Grassett will build a $12,000 dwelling at Toronto.

A $1,200 skating rink will be erected at Morden, Man., this winter.

D. E. Harris will erect a $10,000 apartment house at Vancouver.

N. T. McMillan is building a $7,000 residence at Fort Rouge, Winnipeg.

Geo. Birdsal, Toronto, will spend $12,000 on the erection of new dwellings.

W. F. Petry, Toronto, will build two pair of dwellings at a cost of $11,000.

The Bank of Montreal will erect a $500,000 branch building at Winnipeg.

A $17,000 store and office building will be erected at Vancouver by P. Burns & Co.

The Keltz Building Co. will erect 12 dwellings at Toronto at a cost of $18,000.

The St. Thomas Aquines congregation will erect a new church building at Montreal.

R. A. Y. Stinchcombe, London, will erect a large store and an apartment house.

Plans have been prepared for the new Collegiate Institute to be erected at Brantford.

The Lindsay Cemetery Board has decided upon the erection of a new chapel and vault.

Building permits were granted at Vancouver to G. P. Smith, $5,500 ; R. W. Harris, $3,500.

The contract for the new library building at Selkirk, Man., has been awarded to Jos. Ingundmusson.

The contract for the Salvation Army citadel at Fernie, B.C., has been awarded to Digby & Walde.

A. S. Yarwood has just taken tenders for the construction of a public school house at Shanawan, Man.

Geo. Fischer has been awarded the contract to erect the new Evangelical church at Medicine Hat.

A permit was issued at Vancouver to Thomas Ashe for the fire hall to be erected there at a cost of $4,320.

Architect Bossons, Dauphin, is preparing plans for a new school building to be erected at Minitonas, Man.

A. M. Jordan has taken out a permit for the erection of a $20,000 business block to be erected at Vancouver.

F. W. Henbach, Winnipeg, is preparing plans for the erection at Norwood, Man., of 40 dwellings, to cost $3,000 each.

Robt. McDonald, Edmonton, has completed plans for the erection of a large brick and stone hotel to cost $20,000

W. Odell has the contract for building the new $60,000 sanitarium at Tranquille, B.C. The work will be rushed.

A theatre costing $40,000 will be built at Port Arthur by William G. Gillman. Work is to be commenced this month.

Neely & Wilson, Dauphin, Man., have been awarded the contract to build the new Anglican Church at Barrows, Sask.

The Brandon, Man., fire and light committee recommended that plans be prepared for the erection of a new fire hall.

A block of stores with a large apartment house above, to cost $75,000, will be erected in Toronto by Geo. Phillips.

The tender of Frank Rooney, Weyburn, at $15,150, has been accepted for the erection of the new school at Lang, Sask.

Campbell, Burke & McClay, Vancouver, have the contract for building the new fire hall at Grandview, B.C., at $6,920.

Plans for an apartment building, to be erected at Winnipeg for G. Stirrett, at a cost of $35,000, have been completed.

The contract for the erection of the new brick school at Ninga, Man., has been awarded to E. E. Poole, Stoughton, Sask.

The North Toronto school board has accepted the plans of Architect Langley for enlarging the Davisville and Eglinton schools.

The Finnish Co-Operative Society will this fall begin the erection of a $45,000 public hall and business block at Port Arthur.

Isaac Rose, Newmarket, has closed a contract with the Metropolitan Railway Co. to build stations at Jackson's Point and Sutton.

Building permits have been issued at Brantford to John Binnell, frame dwelling, $1,200, and to Miles Standon, frame dwelling, $1,200.

James Chisholm has plans nearly ready for a brick and stone four-storey apartment block to go up at Winnipeg, to cost over $20,000.

A contract for the construction of a public building at Saskatoon, to cost $13,300, has been let to Dion & Simoneau, Cookshire, Que.

It has been definitely decided that the new sanatarium to be erected by the Seventh Day Adventists of Alberta, will be located in Lacombe, Alta.

W. J. Ross, warehouse, $4,000 ; Louis H. Speer, two houses, $2,000 each ; A. Snelgrove, house, $2,500, are recent permits issued at Fort William.

Negotiations are said to be pending with American capitalists for the erection of a large hotel near the new Union Station site at Toronto.

Plans for the new Hotel Fernie, at Fernie, B.C., are being prepared. The building, when completed, will be the finest in the Kootenays, costing in the neighborhood of $50,000.

News of the Paint Trade

GOOD SELLING SPECIALTIES.

Are you carrying the specialties? If not, you're losing money. The specialties are not substitutes for the general paint. Most of them are used on objects that paint is not used on. You can't use paint on the stove, bathtub, radiator, etc. So don't think that you're cutting into your paint sales when you handle the specialties.

Specialties are the coming thing. They are here already, quite true, but they have not yet reached the height of their sales power. The people are not yet aware that there are so many specialties. The objects in their homes are in needy condition or else they have been thrown or given away. Here it is your duty to tell them that there are specialties, that those objects need no more be endured in their humiliating condition, and that these things about to be given or cast away can be made to look like they were when they first entered the home. Incorporate these thoughts in your letters to them, and in each letter speak of one specialty at a time. Don't outline them all; take just one and call attention to that object at home which needs that one specialty. When you get them using one specialty, they'll use them all. Because when you get them to find out that one thing about the house can be treated they will pay attention when you tell them about the other things. They have to be broken in, and one thing at a time is the best way to break in a novice.

Push your radiator enamel, and right now don't let the heating contractor in town reap the profits on any end of the paint business which he is doing in connection with radiator enamel. You've got to get out letters to push this specialty; letters that call attention to the condition of the radiator. Then you've got to back up the letters with a window display of radiator enamel alone. You'll need twenty-five or fifty cans in the window. If you haven't got them, order them. Don't be afraid of dead stock, you're going to push them and therefore sell them. It won't entail much loss if you don't sell a can, while you will have had the satisfaction of experimenting with the "push game," that everybody talks about. The cans may be small, therefore the print on the labels inconspicuous; paint a card or have one printed calling attention to the fact that it is radiator enamel. "This is Radiator Enamel," or "For the Radiator," are appropriate. In reference to the letter to the house, here is a "Radiator" letter that we published a few weeks ago:

Mrs. Housework,

Dear Madam,—A radiator in a room is an article of furniture. It is just as conspicuous and therefore should be given the same attention. A resplendent radiator is a feature to any room. We have succeeded in obtaining probably the most reputable radiator enamel made. No smell, easily applied and five shades to choose from. It is advantageous to have the radiator ready before you turn on the heat. For the sake of the radiator, your truly,

HULL BROS.,
Center and Main.

Here are a few specialties that everybody needs and everybody will buy, if it is pointed out to them that they are in existence. Do you carry them, and are you telling of and showing them? Porch paint, screen paint, lawn furniture paint, bathtub enamel, stove enamel radiator enamel, furniture enamel, gold enamel, for gilt furniture, picture frames, etc.—Paint, Oil and Drug Review.

If you want to stock the VARNISH that will bring customers back to your store for more VARNISH, and tell their friends where to get good VARNISH, that VARNISH is undoubtedly

Elastilite Varnish

For Outside or Inside Use

In Tins only, ½ Pint to 1 Gallon.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

One of the Reasons for Satisfaction

Every **Standard Heater** has a full metal lining passing ENTIRELY around the fuel chamber. This insures proper distribution of air to the burning carbon as well as an even distribution of the heated air. The fire never goes out till the user is ready to put it out and the maximum heat is drawn from the burning fuel

STANDARD HEATERS

are not only made right but also look right. That's half the battle in selling anything.

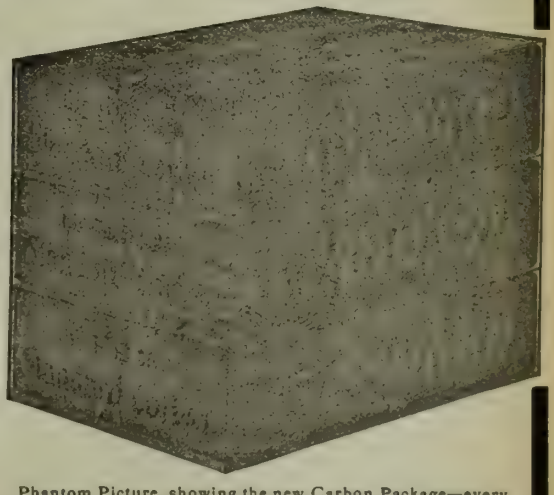
ASK FOR 1908 PRICES

Ask about the new package for

STANDARD CARBON

The best carriage heater fuel on earth. Made right. Packed right. Get ready for cold weather now. : : :

The Standard Stamping Co.
Marysville, Ohio - - U. S. A.



Phantom Picture, showing the new Carbon Package—every cake in a compartment by itself.

Paint and Oil Markets

TORONTO.

Toronto, Oct. 30.—A seasonable trade is being done by paint manufacturers and jobbers, but as the bulk of the season's business is over this does not mean a great deal so far as volume is concerned. White lead is moving in fair quantity for fall painting and interior work and linseed oil, glass and putty are also in demand. Outside of these lines however, trade is quiet. Prices keep steady and no changes are reported this week.

GLASS AND PUTTY—The mild weather has held back a movement on glass and putty but rains are forcing builders to close in buildings in course of erection. Standard putty is quoted at $1.65 for bulk and $1.90 for bladders in barrels; special is at $1.45 and $1.90, and pure linseed is at $1.80 and $2.05. Glass is unchanged.

WHITE LEAD—A fair amount of buying is being done, the demand continuing from painters for finishing work. Genuine continues at $6.25; decorators, $6, and No. 1, $5.65. Genuine red lead remains at $4.50 for cask lots.

LINSEED OIL—This is one of the most active lines but at that the volume of shipments is not heavy. Jobbers claim to expect an advance but there seems no immediate likelihood of a change. The single barrel price remains the same as for some weeks past, being for raw 52c and for boiled 55c f.o.b., the place of shipment; 5-barrel lots being sold at 50c for raw and 53c for boiled.

TURPENTINE — Quotations remain at the old figures: 53c in bulk; 54c in 2-barrel lots, and 55c for single barrels.

STAINS AND VARNISHES—Pure orange shellac is $1.95 and pure white is $2. Trading continues on the light side.

MIXED PAINTS—Trade is slackening off in mixed paints until spring orders are booked.

PETROLEUM—Very active business is being done this week. Prices are unchanged.

MONTREAL.

October 30.—Taking into consideration the dislocation consequent upon the election, the general volume of trade has been fairly satisfactory. In the Province of Quebec, however, business has been greatly impeded by forest fires, and the general difficulty of communication owing to the dense fog and smoke which have prevailed. The warm, dry weather experienced has encouraged much outdoor painting, and dealers report a good trade in ready-mixed paints.

The markets generally have been firm, and there is no change in quotations. Turpentine and linseed oil are keeping very steady. Ground white lead and red lead are also maintaining their strength. Putty is weak for this time of the year.

TURPENTINE—There is only a light inquiry and this article seems, for a time at least, to be outside the arena of speculation. The market, however, maintains its firmness and we continue to quote turpentine at 54c for single barrels.

LINSEED OIL—There is a fair demand, although users only seem to be buying for immediate requirement. The market is somewhat dead, probably owing to the steadiness of quotations. We continue to quote: Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c.

GROUND WHITE LEAD—Water communication has been almost suspended, owing to fire, fog and smoke, and this has tended materially to reduce the shipments in ground white lead. Quotations are firm: Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—Fair output is reported, and the market, owing to light supplies is exceedingly firm. Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

COLORS—Trade bids fair to resume its old time briskness in the better class of colors, and in the less expensive grades, such as Venetian reds, oxides, golden ochres, and mortar stains, a better feeling is reported.

VARNISHES—Orders now being received show a wider and a better range than for some time, and the markets in consequence are much firmer. House varnishes as well as baking Japans are in prominent call.

WHITE ZINC—The demand for white zinc continues to show the better strength noticed last week. The market is firm, with prices unchanged. Dry V.M. Red Seal, 7¼c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—Owing to the warm weather prevailing there has not been the tendency to glaze and "close in" generally noticeable at this period of the year. Putty has, therefore, only lightly been called for. Stocks are ample. We continue to quote: Standard putty, 800-lb. casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25, f.o.b. Montreal.

PAINT WINDOW DISPLAYS.

How to make an effective window display of paints is a question difficult to answer. The show window is a most valuable adjunct to the publicity of the retail merchant, yet in some lines it is not easy to utilize this space to good advantage owing to the nature of the goods offered. The problem is to catch the eye of the prospective purchaser by a display of handsome and attractive goods. Paint cans are not always in that category. Color cards, however, may be made to display the beauties of fresh point very effectively if skilfully arranged. It remains for the dealer or

"I Shall Use Brandram's B. B. Genuine of Course,"

answers almost any painter in Canada when asked as to the White Lead he will use on work where "The Best White Lead" is specified.

The men who "Know Paint" know that Brandram's B.B. Genuine White Lead will give the best results EVERY TIME.

It is the whitest and finest heavy-bodied White Lead in the world.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

MURESCO

The Best Wall Finish

Only one coat required ; easy to apply and to remove ; will not rub off or peel.

Artistic = Economical = Sanitary = Fire-Proof

Don't spend your Time and Money pushing Goods that are without merit and will not repeat.

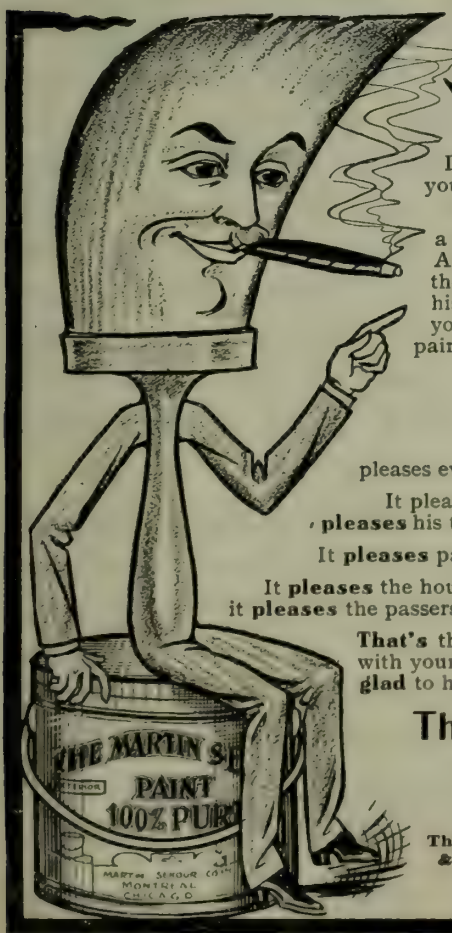
Once introduced, MURESCO sells itself and the demand constantly increases. MURESCO is made in a large line of handsome Tints and Colors, also White.

Write us and we will mail you Sample Cards, Prices and Descriptive Matter.

BENJAMIN MOORE & COMPANY, Limited

Manufacturers of PAINTS, COLORS, VARNISHES

West Toronto, Canada NEW YORK CHICAGO CLEVELAND



The Faculty of Making Friends

It's fine business brother, when you can make a friend of everybody that comes into your store. And it isn't so hard to do, either.

Take for instance the paint proposition. If a man comes into your store and you make a lot of promises that the paint don't fulfil—that man is going to find it out some day. And when he does—well—you'll lose more than one customer. But on the contrary, if the paint **"makes good"** you make a fast friend and gain a lot more customers—he'll tell his friends. You can't recommend Martin-Senour paint too highly. Say almost anything you want—make almost any kind of a guarantee. We'll stand back of you—and the paint will stand back of us.

MARTIN-SENOUR PAINT
100 Percent Pure

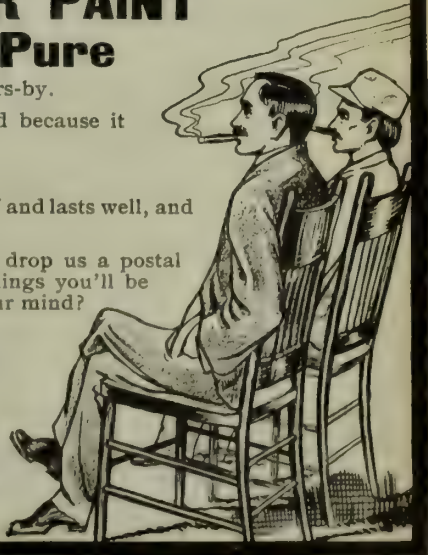
pleases everybody. Dealer, painter, house-owner and passers-by.

It pleases the dealer because he sells so much of it, and because it **pleases** his trade.

It **pleases** painters because it spreads so evenly and easily.

It **pleases** the house-owner because it does not crack, peel or wear off and lasts well, and it **pleases** the passers-by because its rich colors are a delight to the eye.

That's the kind of paint for you to sell Mr. Dealer. Just drop us a postal with your name and address on it. We'll tell you a few things you'll be **glad** to hear about. Won't you send it now while it's on your mind?



The MARTIN-SENOUR CO., Ltd.,

Pioneers of Pure Paint

Montreal **Chicago**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

his clerks to find the most pleasing way of making such a display.

Brushes, too, are capable of very effective arrangement in window display. Especially in an exhibit of artist's colors the use of the brush and the palette can be resorted to with advantage. Another excellent adjunct to a window display of paints is the color samples on paddles, panels, etc. These may be tastefully arranged so as to present a very fine appearance by way of contrast and variety, both in form and color. The pyramid form in cans and colors is merely one suggestion.

It has been well said that the real purpose of show-window display is to bring about the following results:

1. To attract attention to the store and the particular goods on display that it is desired to sell.

2. To make known and to advertise to the prospective customers the kind of goods carried and to acquaint them with the merits and uses of the particular goods on display, thereby creating interest and desire to possess, and the resolve to buy them.

3. To swing the demand for these particular goods towards the retailer's own individual supply. And last, but not least, to give the store such marked publicity and such an air of modern progressiveness as will bring patronage for all other goods carried.

One important consideration remains, which is, to cater specially to women. The show window should be arranged to please the ladies, for they are the arbiters of fashion and the real purchasers of goods of all kinds in the majority of instances. Men pay the bills but women make the selection, and the show window should be attractive to the female eye particularly.

BRITISH CORRESPONDENCE.

A survey of the Board of Trade returns for items of interest to readers of Hardware and Metal brings out the fact that there must be a big improvement before the exports to Canada from Great Britain are up to the level of years of good trade.

Taking hardware first, I find that the August, 1908 total is 1,083 tons, compared with 1,331 in August, 1907, and 1,338 in August, 1906. The decline is more strongly seen when the first eight months of the year are taken, for then it is disclosed that the 1908 total of hardware exports to the Dominion was 6,476 tons, little more than half of the 1907 and 1906 figures, 1907 being 11,033 tons and 1906, 11,746 tons.

The weight of cutlery exports is not given, but the return of values shows that August, 1908, was £4,851, compared with £9,213 in August, 1907, and £8,696 in August, 1906. For the first eight months of the year, 1908 is credited with £45,776, 1907 with £71,555, and 1906 with £59,017.

Exports to Canada of unwrought tin totalled in August, 1908, 26 tons, about a third of the total of 85 tons in August, 1907, but not far short of the 1906 total of 34 tons. For the eight months of the year, 1908 was ahead of 1906, being 384 tons, compared with 318 tons in 1906, but behind the total of 438 tons in the first eight months of 1907.

Exports of pig lead and manufactures of pig lead have dropped considerably, the August, 1908, total being 136 tons, August, 1907, 350 tons, and August, 1906, 555 tons. The eight months' totals were 2,373 tons in 1908, 3,828 tons in 1907, and 2,672 tons in 1906.

The falling off in steel exports is even more marked. Inverting the order observed in the details just given, I find that August, 1906, was best, with 2,129 tons of exports to Canada of steel bars, angles, rods and shapes or sections. August, 1907, was only 1,711 tons, while August, 1908, was a miserable 852 tons, not half the weight of the corresponding month of the previous year. For the first eight months of the years, 1906 is given as 15,245 tons; 1907 as 17,814 tons, and 1908 as 8,469 tons.

The New Patent Law.

An interesting point to American and other patentees has been brought out. I understand that the new English Patent Act has caused no little perturbation to those American patentees holding British patents more than four years old, particularly as it has been indicated that English companies are preparing to manufacture the inventions which have hitherto been protected. Many inquiries are being made as to the best means of meeting the imminent danger of losing the fruits of former rights. The new law, of course, gives time to patent-holders of more recent date to establish their own works in Great Britain, but many are unable to do this, fearing the risk of heavy outlay. The interesting point to readers of Hardware and Metal is that various large companies, like the Manchester Ship Canal, are offering to build and lease warehouses, where, by co-operation, smaller patentees may, at less expense, manufacture and work their patents under the new British law, thereby safeguarding their own interests.

R. A.

J. Charlebois & Co., painters, Montreal, have been registered.

Sydenham & Wakelyn, painters, Calgary, have assigned.

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices.

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

COPY

TOWN OF GODERICH

ONTARIO, CANADA

WATERWORKS

and

ELECTRIC LIGHT COMMISSION

Goderich, Oct. 14, 1908

The Canada Paint Company, Montreal.

Gentlemen:—

Eight years ago, on your recommendation, we painted our large iron stand pipe, inside and outside, with your GRAPHITE PAINT, which gave such entire satisfaction, that when the question of repainting came up this Autumn we did not hesitate to order the same from you. There is no trouble in applying it and it looks as if it were good for another eight years.

We can with confidence recommend it as being the best iron preservative in all kinds of weather we know of and at the same time perfectly sanitary.

Yours very truly,

(Signed) W. T. MURNEY,
Chairman, W. & L. Commission

RAMSAY'S No. 98 ENAMEL

Have you seen it? There is not a whiter, a purer, or better covering enamel any place in Canada today, whether made here or some other place. Have you seen our little booklet explaining its qualities? It is pretty! Our painters

proclaim it the best enamel ever produced. So will your painters when they try it. Your painters have heard about it because we sent them our booklet. You should be ready when they enquire about it, to give them information about the highest grade of Pure White Enamel made in Canada. This is not a cheap enamel, it is a high grade, and stands for high grade work. Write us for particulars of

No. 98 ENAMEL

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

ADVANTAGES THAT SELL

Some of the more fetching talking points that make it easy for a dealer to sell

NEW ERA PAINT

are a better quality paint at a reduction in price; wear and durability which the ever changing Canadian weather cannot affect, and a pleasing and tasteful assortment of permanent colors which will please even your very critical customers. Last, but not least, the fair margin of profit to the dealer, which, while not exactly a selling advantage, is one that you will readily appreciate.

SEND FOR PARTICULARS

Standard Paint and Varnish Works Co.
LIMITED
WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

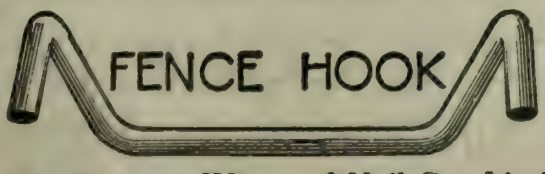
McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Pulling Power

of an article depends altogether on its quality in its relation to bringing customers into your store. Unless a line of goods has real merit its selling advantages are not worth considering. The pulling power of

"GUTTA PERCHA" Floor Finish

in attracting customers and *keeping* them is well known to those Dealers who are handling it. If you want to stock a finish which does not "eat its head off" on your shelves specify "Gutta Percha" in your next order. It is positively durable, sells readily and is strong on repeat orders. "Gutta Percha" does not scratch or mar white.

"Makes an old floor look good"

Sealed Cans Only **Write Us To-Day**

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

ISLAND CITY

Paint and Varnish Works

The STRONGEST and BEST DRY COLORS manufactured are produced at our works on St. Patrick St., Montreal. They are superior in every respect to any imported. The largest users know that by buying Dry Colors "made in Canada" they save the duty, and they also know that satisfaction is assured when they get

"Island City" Pure Chrome Yellows
"Island City" Pure French Greens
"Island City" Pure Vermilions
"Island City" Pure Permanent Reds
"Island City" Pure Prussian Blues

P. D. DODS & COMPANY, LIMITED

264 St. Patrick St., MONTREAL

We Hand You

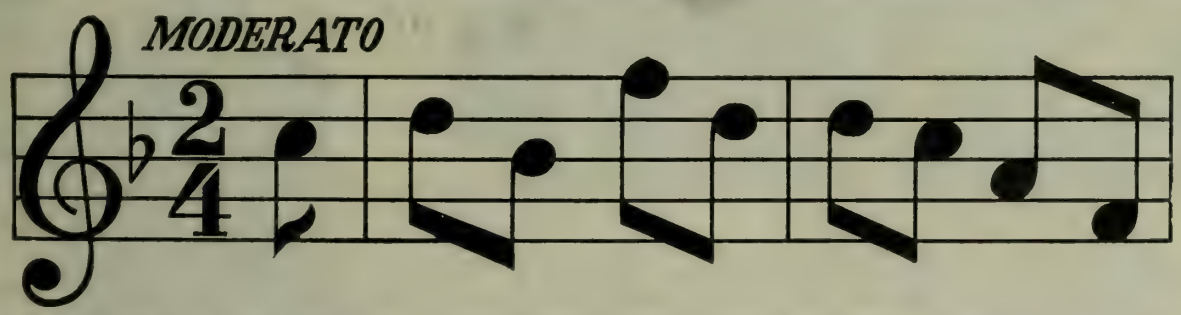
the handiest of Babbitt Metals.

Harris Heavy Pressure Bearing Metal, in round Ingots, is a perfect anti-friction metal. It is the best seller in the Hardware Trade from coast to coast.

WRITE TO US FOR PRICES

THE CANADA METAL CO., LIMITED

TORONTO, ONT.



THE WEARING OF THE GREEN

Depends on the permanency of the Color

LUCAS IMPERIAL FRENCH GREENS

are made by special process which insures their great permanency, their exceptional brilliancy, their great strength and their intense covering properties. The most perfect **BODY GREENS** produced.

Practically Un-Fading, Absolutely Non-Poisonous.

The Name, the Package and the Label are closely imitated by unscrupulous manufacturers and dopsters.

Be sure you get the **GENUINE LUCAS IMPERIAL FRENCH GREENS.**

JOHN LUCAS & CO.

PHILADELPHIA NEW YORK CHICAGO BOSTON

STOCK THESE STAPLE SEASONABLE SELLERS

Evener Staples

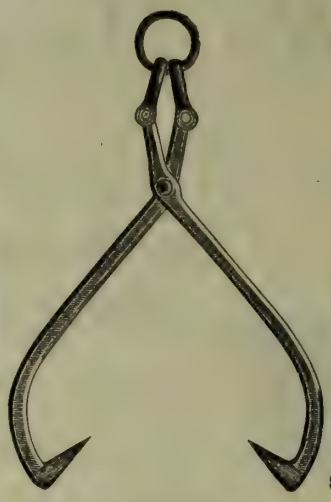
Made of hand wrought ¾ or ⅞ in. steel.

Every hardware dealer should stock them.

Solid Eye Dogs

Made in three sizes, 7/16, ½ ⅝ in.

Loading Block with Swivel.

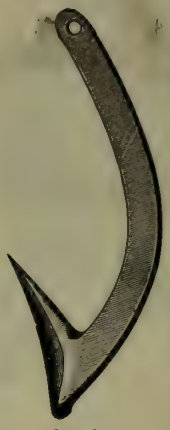


Skidding Tongs

1 in., 1⅛ in. and 1¼ in. octagon.

Swamp Hook

1 in., 1⅛ in. and 1¼ in., Octagon.



Hooks

Only for Cant Hooks and Peavies, Round or Duckbills.

Boom Shackle

Made of ⅞ in. Steel or Swedes Iron, interchangeable Pins, made so they won't head when driving out.

We make the best line of Cant Hooks, Peavies and Pike Poles.

Send for Catalogue and Discount Sheets

CANADIAN LOGGING TOOL CO., Limited

SAULT STE MARIE, - Ontario

A TOOL THAT'S STAMPED **STANLEY** IS THE BEST OF IT'S KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE AND LEVEL CO.

NEW BRITAIN, CONN, U.S.A.

SASH WEIGHTS

Hundreds of tons carried in stock for you and we guarantee prompt shipment. Write at once for a copy of our Monkey Book and for prices.

The Buchanan Foundry Company, - Lebanon, Pa.

Cole's Spiral Tubular Radiator

Can be used on any stove

Best radiator—at half the cost of inferior goods.

Only radiator made adapted for both hard or soft coal.

Size pipe collar 5, 6 and 7 inches.

These radiators give the best satisfaction and have yet to receive a single complaint.

FOR SALE BY

E. T. Wright & Co., - Hamilton

Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

SEND FOR PRICES TO-DAY.

Here Is a Quick Seller For These Reasons

It produces a vapor-like spray and can be used for lawn or garden.

It does not wash away the dirt and expose the roots to the sun.

It does not upset, and can be easily pulled from one place to another without shutting off water.

It has no movable parts to get lost or out of order, and will last a lifetime.

It will not rust, and is made of a heavy hollow brass ring 8½" in diameter.

It gives a refreshing atmosphere for hot weather, and is a quick seller.

Novelty Manufacturing Co., Waterbury, Conn.

Manufacturers of Specialties and Metal Goods.

HOPKINS & ALLEN

12, 16, & 20 Gauge Hammerless, Side Plate and Hammer

DOUBLE BARREL SHOT GUNS

Widely Known, Widely Advertised, Widely Demanded.

No other Gun has a stronger joint. No other Gun shoots better, sells better, or offers bigger profits to the dealer.

Get prices from your jobber this fall, and order a few guns. They're quick sellers and big profit makers—a line it will pay you to handle. They are the kind the majority of gun buyers look for—high quality, improved features and low prices.

For sale by all jobbers. List prices (11 styles) . $15.00 to $30.00.

Plenty of good advertising matter supplied free to all our dealers.

WRITE FOR OUR CATALOG

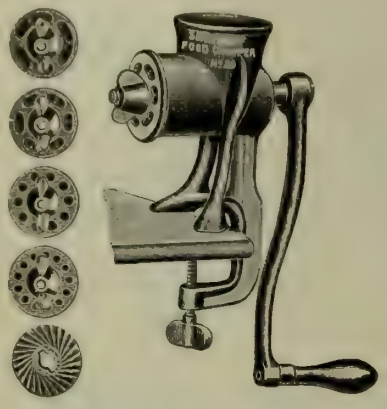
THE HOPKINS & ALLEN ARMS CO. Dept. 67 NORWICH, CONN., U. S. A.

Housewives Say They're Perfect!

There is a big demand for food choppers that are really time-saving. That's why we are selling so many

"GENERAL" and "SHIRREFF" STEEL KNIFE FOOD CHOPPERS

Five self-sharpening, non-rustable steel knives go with each one of these choppers. All parts are properly tinned and interchangeable. They are so simply made that a child can set them up, operate them and put them away again without the least trouble.



They are made to sell and stay sold. Better write us to-day for Price List and Discounts.

SHIRREFF MFG. CO., Limited
BROCKVILLE, - ONT.

The "Galt" Steel Shingle

Not the First Shingle but the first Perfect Shingle.

Handsome, easily laid and absolutely weather tight. Improved side and end locks—no notches and no cleats. Closed valley overcomes weakness of other locked shingles.

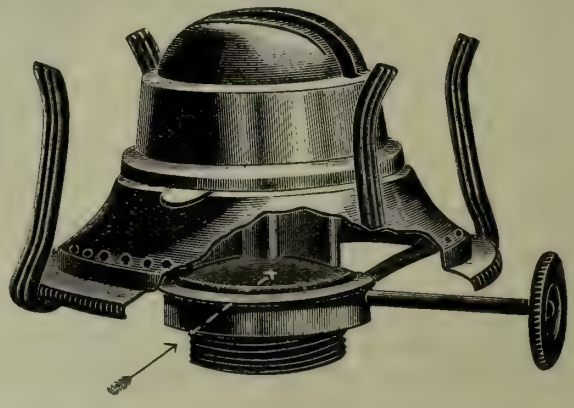
Ask us for catalog, prices and samples.

The Galt Art Metal Co., Ltd.
GALT, - ONTARIO

TALKING POINTS FOR DEALERS

WELL WORTH CONSIDERING

On our BANNER, CANADA, ONTARIO and HICONE Lamp Burners



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire.

OURS DON'T

Manufactured by

ONTARIO LANTERN & LAMP CO., Limited, HAMILTON, ONT.

The Price Is Lowered
But the Standard is Maintained

Lower priced than the ordinary but above them in the quality—that is the logical outcome of the new Trade Discount now offered on the general line of Boeckh's Paint, Household and Stable Brushes. The recognized high standard is maintained absolutely.

You get greater profits. You establish a more permanent Brush trade and you go on record with your customers as selling the best brush made. The price is lowered but the quality remains indisputably the same. Write for present discount.

Boeckh's PAINT, HOUSEHOLD, STABLE Brushes

UNITED FACTORIES, LIMITED, - TORONTO, ONT.

Fine Cold Day Sellers

Clark Foot Warmers

for 1908-9 are lower in price than ever.

Clark Heaters have a reputation for EXCELLENCE. No casting in a Clark—no soldered joints or screws to work loose—every part is solidly riveted. A Clark will last for years after any other would be down and out.

They fill the bill for Carriage, Wagon, Sleigh or Automobile

Drop us a card for new catalog. Your jobber has this line

Clark Coal is Best

It costs you no more than inferior grades and every brick carries a written guarantee to give at least 25% MORE HEAT than any other fuel on the market.

IT IS THE ONE FUEL THAT ALWAYS PLEASES

The ideal fuel for footwarmers or self-heating sadirons is a **Our ABC Carbon** second grade fuel, but made so well that we guarantee every brick to heat as long and as strong as any heater fuel made, outside of Clark carbon.

Write for special folder on heater fuels

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET CHICAGO

Blundell's PARIS GREEN

BULLETIN No. 158

In a report headed as above made by A. G. McGill, Chief Analyst at the Laboratory of the Inland Revenue Department, Ottawa, addressed to W. J. Gerald, Esq., Deputy Minister of Inland Revenue, particulars are given of analyses of samples of Blundell Spence & Co.'s Paris Green taken at random for Government test purposes from Halifax to Victoria. The samples contain an average EXCESS over the Government Standard of 5.70 per cent. Arsenious Acid and 2.80 per cent. Cuperic Oxide. In every case the Green is pronounced by the Chief Analyst "Genuine." THE EXCESS NAMED IS GREATER THAN THE AVERAGE EXCESS OF ALL OTHER MAKERS SAMPLES.

The Government Standard and analysis protect users of this material from being sold inferior goods, but the above particulars will be doubly assuring to intending purchasers.

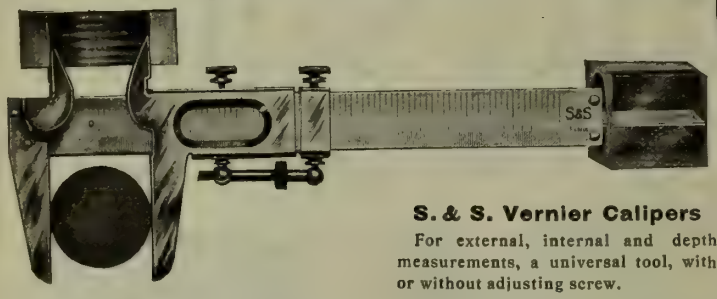
Blundell Spence & Co., Ltd., have been established since 1811. They have made Paris Green for 60 years but did not seriously attempt to place their production on the Canadian market till last year. THEY HAVE COME TO STAY.

Sold in ½-lb. and 1-lb. round cardboard cartons; 1-lb. lithographed tins; 25 and 50-lb. drums; 100-lb. kegs and 600-lb. barrels.

Blundell Spence & Co., Ltd. Manufacturers of Dry Colors, Prepared Paints, Specialties, Varnish, etc., Oil Boilers and Refiners **Hull and London, Eng.**

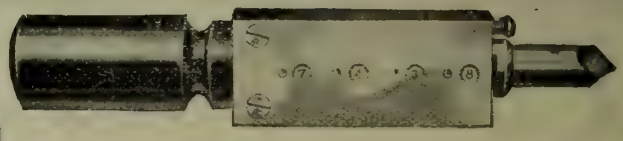
Sole Agent for Canada: **WM. BRODIE, 226 Board of Trade Building, Montreal**

Indispensable Tools



S. & S. Vernier Calipers

For external, internal and depth measurements, a universal tool, with or without adjusting screw.



"INITIATIVE" Revolution Counters

The old confusing way of reading the count on a dial is replaced by the simplicity of the "Initiative" Counters. They register from 0 to 10,000 either direction, *and are easily set to zero from any number.* The count is read like an ordinary number.

Schuchardt & Schutte, 91 Youville Sq., Montreal, New York, London, Shanghai, Berlin, Vienna, Stockholm, St. Petersburg, Copenhagen, Budapest

Perforated Sheet Metals in Brass, Copper, Steel, etc.

All sizes, of Perforations and thicknessof Metals for Miners' use.

Grain Cleaning Machinery, Bee Keepers, Malt Kiln Floors, etc.

The B. Greening Wire Co., Limited, ***HAMILTON, ONT. MONTREAL, QUE.***

The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office :

St. Catharines

Ontario

W&B
TRADE MARK

W & B CO
TRADE MARK

Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

LION

TRADE MARK

BRAND

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES :

F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
MacGOWAN & CO., Vancouver, B.C.
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

Three Kinds of Roofing

Our agents are not limited to a single line of roofing. They have three kinds—each one a winner. Brantford "Asphalt" has a silicia sand finish—There is not a better ready roofing made. Brantford "Rubber" has a smooth surface—It is a big seller. Brantford "Crystal" has a surface of rock crystals—It requires no painting. With these three lines, every conceivable roofing requirement can be filled. You will do a bigger roofing business when you handle our complete line. Write for particulars.

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

Montreal Branch - - - 327 St. James Street, Montreal, Que.
General Supply Co. of Canada, Limited { 219-221 Bank Street, Ottawa / 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - - - Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - - - Vancouver, B.C.
Imperial Export Co. - - - - - - - - - - Toronto, Ont.

CLEAN HANDS

I can draw an accurate gallon of oil without soiling my hands in the least with my

BOWSER
SELF MEASURING
OIL TANK

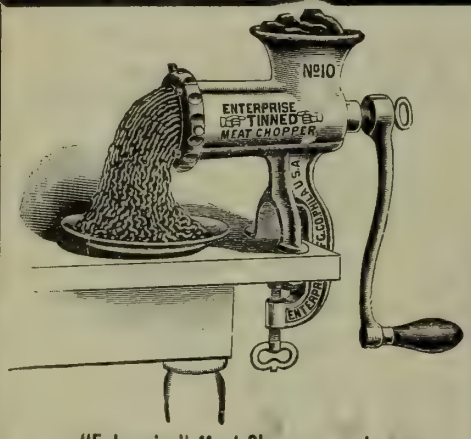
That's because the Bowser pumps the oil right into the customer's can, and measures it, all in one operation.

There is no need of funnels; no use for measures. It's all done in an instant and all the oil goes on the inside of the can.

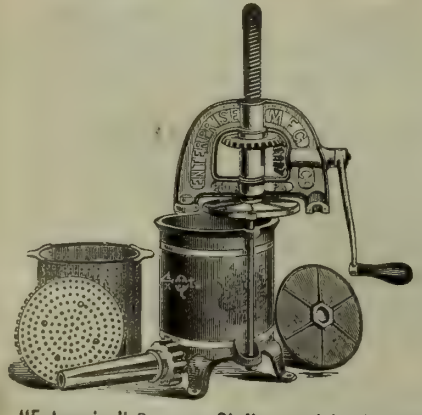
Send for our latest Bulletin No. 5457 There is something in it for you.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

DRIVE THESE TANDEM!



"Enterprise" Meat Choppers and



"Enterprise" Sausage Stuffers and Lard Presses

Every user of an **"Enterprise" Sausage Stuffer and Lard Press** needs an **"Enterprise" Meat Chopper.** Sell them together. Push them together. Drive them "tandem."

Every dealer and almost every buyer, knows the superiority of genuine "Enterprise" Choppers.

Lest you forget we remind you of these points about the **"Enterprise" Sausage Stuffer and Lard Press:**

Accurately-bored cylinder. Lips on the inner tin cylinder to make easy its handling when heated. No hot iron cylinder to handle when pressing lard. A patent latch which prevents breaking of plates. Patent corrugated spout prevents air entering the casing thus assuring preservation of sausage.

Write for catalogue describing, illustrating and listing these and other "Enterprise" specialties. Get our advertising aids for dealers.

The Enterprise Mfg. Co. of Pa.,

Philadelphia, U.S.A.

21 Murray Street, New York. **438 Market Street, San Francisco.**

FARMER'S DROP-LEVER PORTABLE PLATFORM SCALE

Capacity from 1,200 lbs to 2,500 lbs.

The Aylmer Scale is the Best Farmer's Portable Platform Scale on the market. That sounds strong. But we can back it up by facts, and what's more we sell it at the same price as our competitors who are selling an inferior article.

Drop us a line and we will be pleased to send you catalogue and prices, also facts why our scale is the best.

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONT.

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

Selling a Wire Fence

is a comparatively easy matter if you have the kind that your customer requires. The farmer is the man you have to convince in this case. If you show him the unusually good features that make

"DILLON" HINGE STAY WIRE FENCE

a really desirable fence, you will have no difficulty in convincing him that the "Dillon" fence is the best he can get for his money. It's the hinge-stay that counts.

SEND FOR CATALOGUE TO-DAY

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Atkins Silver Steel

Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

THE LARGEST

HOCKEY STICK

Manufacturer in Canada

The BEST and CHEAPEST Stick on the market.

Salyerd's Special

Takes the lead through Canada and the United States.

Wholesale and Jobbing Trade only supplied.

Manufactured by

E. B. SALYERDS,

Preston, Ont., Can.

Please note the address.

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

GILBERTSON'S COMET

Gilbertson's Sheets.
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge: admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., LTD., Pontardawe, South Wales
ALEX. GIBB, - 13 St. John St., Montreal, Agent

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

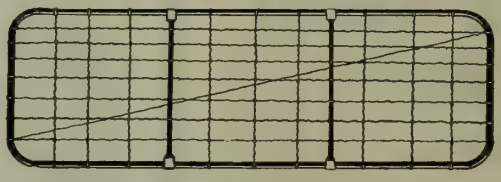
Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

Latest Catalogue will be sent in exchange for your business card.

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

A GUARANTEE



Were not this gate perfect we could never have sold the number already placed — hundreds of thousands — to railways, farmers, etc. These sales are a guarantee of excellence.

Prices on application

OTTAWA WIRE FENCE & GATE CO., 164 Bank St., OTTAWA
Wire Goods Makers
R. W. Grant - - - - - - - - - - - Manager

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

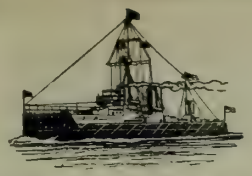
R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works



WORLD RENOWNED PATENTED

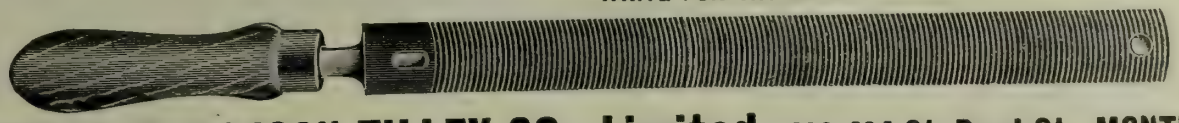
"DREADNOUGHT" MILLING FILE

The best File on earth for steel, iron, brass, babbitt, lead, wood or anything else.

REGISTERED TRADE MARK

A Marvel *of economy, durability, rapidity, machine work, lathe or hand work. Your satisfaction or your money back. Get a sample dozen.*

WRITE FOR CATALOGUE



Sole Manufacturer for Canada **J. H. HANSON TILLEY CO., Limited,** 422-424 St. Paul St., MONTREAL

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

OAKEY'S The origina and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street

MONTREAL

Write to-day, we need you and you need us.

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

When writing advertisers kindly mention having seen the advertisement in this paper.

The Roofing House of Canada

Leading Lines of Reliable Goods

BLACK DIAMOND TARRED FELT

JOLIETTE and CYCLONE SHEATHING

"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

October 30, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson' ....per lb........	0 09½
Hallett'	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch.........	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 60
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER. Per 100 lb.

Casting ingot..................	14 50	14 00
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz..................		21 00
Plain, 16 oz,, 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base..................		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 45	2 50
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 45	2 60
All bright "	3 50	3 60
Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 55	3 65	....
22-24 ..	3 95	3 80	3 75	4 05
2	4 20	4 05	4 15	4 30
28........	4 45	4 30	4 35	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. .... " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		18 75
Middlesboro, No. 3 pig iron..	18 50	20 25
Summerlee, No. 2 " ..	20 00	20 25
Carron No. 1	22 50	....
Carron ,special......	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron........	32 00	32 00
Angles	2 60	2 65
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel...........	1 90	....
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign).. .	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 25
Sheet cast steel.....	0 15	0 15
Toe calk steel................	2 40	2 75
Mining cast steel....	0 07½	0 08
High speed	0 60	0 65
Capital tool steel............	0 60	....
B.P.L tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08½
Corona tool steel	0 06½	....
Silver tool steel..............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$32 50	32 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C,14 x 20 base	....	$6 00
IX, 14x20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel—

I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	6 75	7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	....	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 60	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch.............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 30 and 2. Toronto, 30 and 5.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10½	0 09½
Heavy red brass....	0 10½	0 10
" yellow brass	0 08½	0 08½
Light brass................	0 06	0 06
Tea lead........	0 02½	0 02½
Heavy lead................	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No.1	12 00	14 00
Stove plate................	11 00	10 50
Malleable and steel	9 00	8 00
Old rubbers....	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 70 per cent.
High grade compression work, 65 p c.
Cushion work. 50 per cent.
Fuller work, 75 and 10 p.c.; No. 0, 80 p.c., and 1 and 2 basin cocks, 75 and 10 p.c.
Flatway stop and stop and waste cocks 75 p.c.; roundway 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard, 65; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " ...... "	1 50
No 7 Fuller's...... .... "	2 00
No. 4½, " .... "	1 85
Patent Compression Cushion, basin cock, hot and cold, each..........	$1.25
Patent Compression Cushion, bath cock, No. 2208, each..............	2 20

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon. Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on January 1, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off,
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch........	2 03	¼ inch........	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 95
4 "	33 48	4 "	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 55 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½	per lb.	0 35	0 40
2-lb. or over	"	0 30	0 32

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19½
Wiping........................	0 18	0 18½

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)........	0 01
Sugar of lead........................	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 08
Chrome green "	....	0 09
French permanent green"	....	0 13
Signwriters' black "	....	0 15
Marine black, 25 lb. irons..........		0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

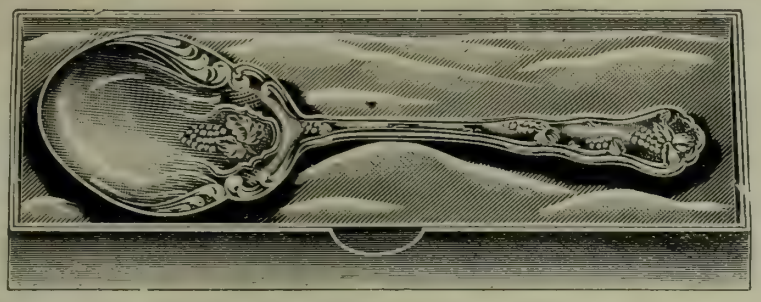
In bbls	1 00

PARIS GREEN.

Barrels............................	0 24½
25-lb. drums........................	0 25½

PIGMENTS.

Orange mineral, casks........	0 08
" " 100-lb. kegs	09½



Grape Berry Spoon

Silver and Gilt Bowls

These spoons are made of the best quality of material by skilled workmen. Our guarantee backs up our goods and our goods make good our guarantee. Write for quotations when we will be glad to explain further advantages to be had in selling our lines.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 117 d'Youville Sq., Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PREPARED PAINTS.

	Quart can
Barn (in bbls.)	0 90
Sherwin-Williams paints	1 60
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

Bulk in bbls	1 65
Bladders in bb's	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15
Pratt's astral "	0 17½
Castor oil, per lb	0 09½ 0 10½
Motor Gasoline single bb'ls	0 17
Benzine, per gal single bls	0 15½
Turpentine, single barrels	0 54 0 55
Linseed Oil, " raw	0 51 0 51
" " boiled	0 53 0 54

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine government standard	5 50	6 25
Decorators' Pur	5 85	6 10
No. 1 Canadian	5 15	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P. lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs, "	5 00 5 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 85	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toront . List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 55

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture polishing		2 00
Furniture extra		1 15
" No. 1		0 90
" union		0 85
Light oil finish		1 30
Gold size japan		2 00
Brown japan		1 00
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize" Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Conaline, per gal.		2 50
Fla tine floor finish per gal		3 00
Elastica exterior finish 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells 5 50 8 00
American, house bells, per lb. 0 35 0 40
Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Ream sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 5 lbs	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch per 100 lbs	0 65
Heavy Fibre 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Cans and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 60	1 80
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad " cotton		2 10
Iron Clad " paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7	25
" " 5-in. "	7	00
" " 6-in., "	6	75
" " 8-in.,	6	50
" " 10-in. and larger	6	25
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.	4	75
over 12 in. "	3	75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $13; No. 20, $10.80; No. 120, $20; No. 51, $10: No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00
Wrought hooks and staples—			
¼ x 5	per gross		2 65
5-16 x 5	"		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	2 00
White door knobs	per doz.		2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

S. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional	per 100 lb.	2 20	2 40
Solid	"	1 50	1 75

SASH CORD.

Per lb	0 25	0 26

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 10

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz	6 00	9 00
Double bit, "	10 00	11 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0	13
S. & D., " 5 "	0	11½
S. & D., " 6 "	0	18
Boynton pattern "	0	20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Diston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.		
Canadian, 25 to 27½ per cent.		
Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO . MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood No. 68, 2 foot, doz.......... 1 00
Ivory, No. 1282, 2 foot, each............ 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Steel, No. 14, 75 and 2½, doz.......... $23 00
Iron, No 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English ass skin, No. 1921, 66 ft., doz. 2 85
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's, linen, No 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	

Double strap hangers, doz. sets.... 6 40
Standard jointed hangers, " 6 40
Steel King hangers " 6 25
Storm King and safety hangers 7 00
" " rail................ .... 4 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................ " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2.95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'............. 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10¾
Hay Budden, 80-lb. and over 0 09¼
Brook's, 80-lb. and over 0 11¾
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's..................... .... 0 13½
Berg's, per lb...... .... 0 12½
Brook's..................... .... 0 12¾
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise.................... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts..................	60
Bolt Ends.....................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint..	70 and 12½

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 12½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d..........................	3 80	3 25
3d..........................	2 85	2 95
4 and 5d........	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads. per lb.

Best thick brown or grey felt wads, in ½-lb. bags $0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............ 0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge..................... 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 60
9 and 10 gauges.................. 0 70
and 8 " 0 90
5 and 6 " 1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—
11 and smaller gauge........... 1 15
9 and 10 gauges 1 40
7 and 8 " 1 65
5 and 9 " 1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

CUTLERY AND SILVERWARE.

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's................	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

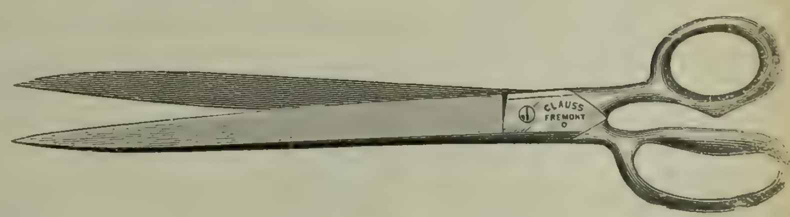
PLATED GOODS

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 1, fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Clauss Brand Paper Hangers' Shears

Fully Warranted

Hand forged from finest steel and welded on our composition metal, hardenedin water and tempered by natural gas. This shear is made purposely or paper hangers' use, and is more durable than others of its kind on the market. We call special attention to this shear. Japan handles and finely finished blades. Ask for discounts.



The Clauss Shear Co., :: :: Toronto, Ont.

SHEARS.

Clauss steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.
Can openers, per doz............ 0 40 0 75
Mincing knives per doz 0 50 0 80
Duplex mouse traps, per doz.... .... 0 65
Potato mashers, wire, per doz... 0 60 0 70
" wood " .. 0 50 0 60
Vegetable slicers, per doz 2 25
Universal meat chopper No. 1.. .... 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 per cent.
Star A1 chopper 5 to 32 .... 1 35 4 10
" " 100 to 103........ 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized.......... " 1 87 3 85
King, wood.......... " 2 75 2 90
King, glass.......... " 4 00 4 50
All glass .... " 0 50 0 90

METAL POLISH.

Tandem metal polish paste...... .... 6 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 90
" No. 50, nickle-plated, " 0 95
" handles, japaned, per gross 9 25
" " nickled, " 9 75
Common, plain...................... 4 25
" plated 5 50
Asbestos, per set.............. .... 1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 64 7 91
7 inch........ " " 8 18
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz. 1 32
7-inch........................ " 1 48
Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz...................... 3 00 15 00
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ..... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.96 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb.............. .... 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE.

BROOMS.

Nelson's......... .... 2 25 3 65
" bamboo.... .... 2 95 3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case.... .... 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz.... .... $ 3 00
0 Tubs, " 14 00
1 " " 12 00
2 " 10 00
3 " " 8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops 1 25
Folding ironing boards......... 12 00 16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 8 00
Common doors, 2 or 3 panel, grained only, 4-in., style............per doz. 8 30
Common doors, 2 or 3 panel, light stair per doz.......................... 10 55

WASHING MACHINES.

Round, re-acting per doz. 60 00
Square " " 63 00
Eclipse, per doz 54 00
Dowswell " 39 00
New Century, per doz 75 00
Daisy............................ 54 00
Stephenson........................ 74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop 1 90
" " 3-hoop 2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. ... 35 00
Royal American, 11 in. .. 35 00
Eze, 10 in., per doz 36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross 6 00 7 00
Best quality 10 00 12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M 2 25
Small heel .... " 4 50

CARPET STRETCHERS.

American ....per doz. 1 00 1 50
Bullard's............. " 6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse ....per doz. 0 55 1 00
Axle .... " 0 22 0 33
Screw .... " 0 22 1 00
Awning .... " 0 35

PUMPS.

Canadian cistern 1 40
Canadian pitcher spout 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal................................ 0 09½
Pure Manilla 0 12
"British" Manilla.................... 0 10
Cotton, 3-16 inch and larger......0 21 0 23
" 5-32 inch 0 25 0 27
" ⅛ inch 0 25 0 28
Russia Deep Sea 0 16
Jute................................. 0 09
Lath Yarn, single 0 08½
" double 0 09
Sisal bed cord, 48 feet........per doz. 0 65
" " 60 feet........ " 0 80
" " 72 feet........ " 0 95

Twine.

Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" " 4-ply 0 29
Mattress twine per lb. 0 33 0 45
Staging " " 0 27 0 35

BINDER TWINE.

500 feet, sisal 0 08¼
500 " standard 0 08¼
550 " " manilla 0 09¾
600 " " " 0 11¼
650 " " " 0 13
Car lots, ¼c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita ....per lb. 0 25 0 37
Hindostan .... " 0 06 0 10
" slip .... " 0 18 0 20
" Axe.......... " 0 10
Deer Creek............ " 0 10
Deerlick .... " 0 25
" Axe .... " 0 15
Lily white .... " 0 42
Arkansas.............. " 1 50
Water-of-Ayr .... " 0 10
Scythe ....per gross 3 50 5 00
Grind, 40 to 200 lb., per ton....20 00 22 00
" under 40 lb., " 24 00
" 200 lb. and over .... [illegible]

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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
Taylor-Forbes Co, Guelph, Ont.

Bolts.
Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Box Strap
J. N. Warminton, Montreal.

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Burners
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Coal Chutes.
Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos. Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc,
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London Ont.
Kemp Mfg. Co., Toronto

Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.
Roper, J. H., Montreal, Que.
Marlin Firearms Co., New Haven, Conn.

Fire Escapes.
Manitoba Iron Works, Winnipeg, Man.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
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Down Draf Furnace Co., Galt, Ont.
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Glass Ornamental
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Glaziers' Diamonds.
Pelton, Godfrey S.
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Glue.
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Hammocks
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Handles.
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Hardware Specialties
Schuchardt & Schutte, 91 Youville Sq., Montreal.

Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Standard Mfg Co., Shelby Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Lamplough, F. W., & Co., Montreal.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Metals.
Abbott, Wm., Montreal
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal
Roper, J. H., Montreal.
Samuel, Benjamin& Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette Street, New York.
Montreal Rolling Mills, Montreal

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont
Wright, E. T., & Co. Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
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Ornamental Iron and Wire.
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Packing.
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Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dods, P. D. & Co. Montreal.
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Jamieson, R. C., & Co., Montreal.
Lucas, John & Co., New York
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Ramsay & Son, Montreal.
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Standard Paint and Varnish Works Windsor, Ont.
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Perforated Sheet Metals.
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Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
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Morrison, Jas., Brass Mfg. Co., Toronto.
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Portland Cement.
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Montreal Rolling Mills Co., Montreal.

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Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
United Roofing & Mfg. Co., Philadelphia, Pa.
Galt Art Metal Co, Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co Toronto & Montreal
Patent Vulcanite Roofing Co., Chicago, Ill.

Sash Weights
The Buchanan Foundry Co, Lebanon, Pa

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg Co., Fitchburg, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Toronto and St John.
Spear & Jackson, Sheffield, Eng.

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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

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Canada Screw Co Hamilton Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

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Canadian Sewer Pipe Co., Hamilton
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Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal.
Clar Bros., Preston, Ont.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Kemp Mnfg Co. Toronto
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Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph. Ont.
Wright, E. T., & Co., Hamilton.

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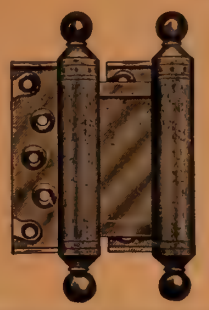

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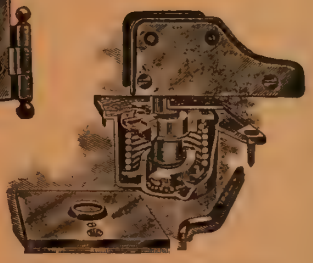

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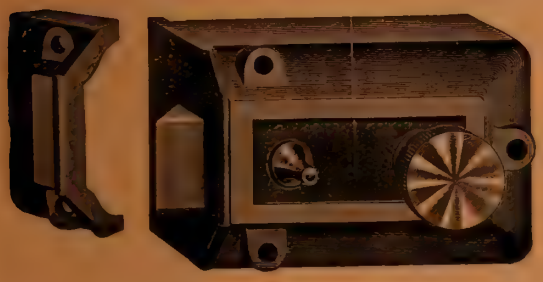

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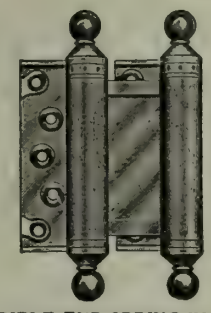

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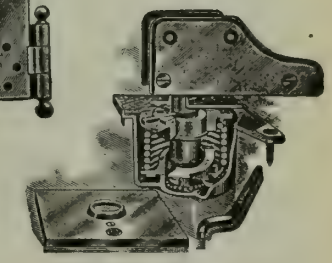

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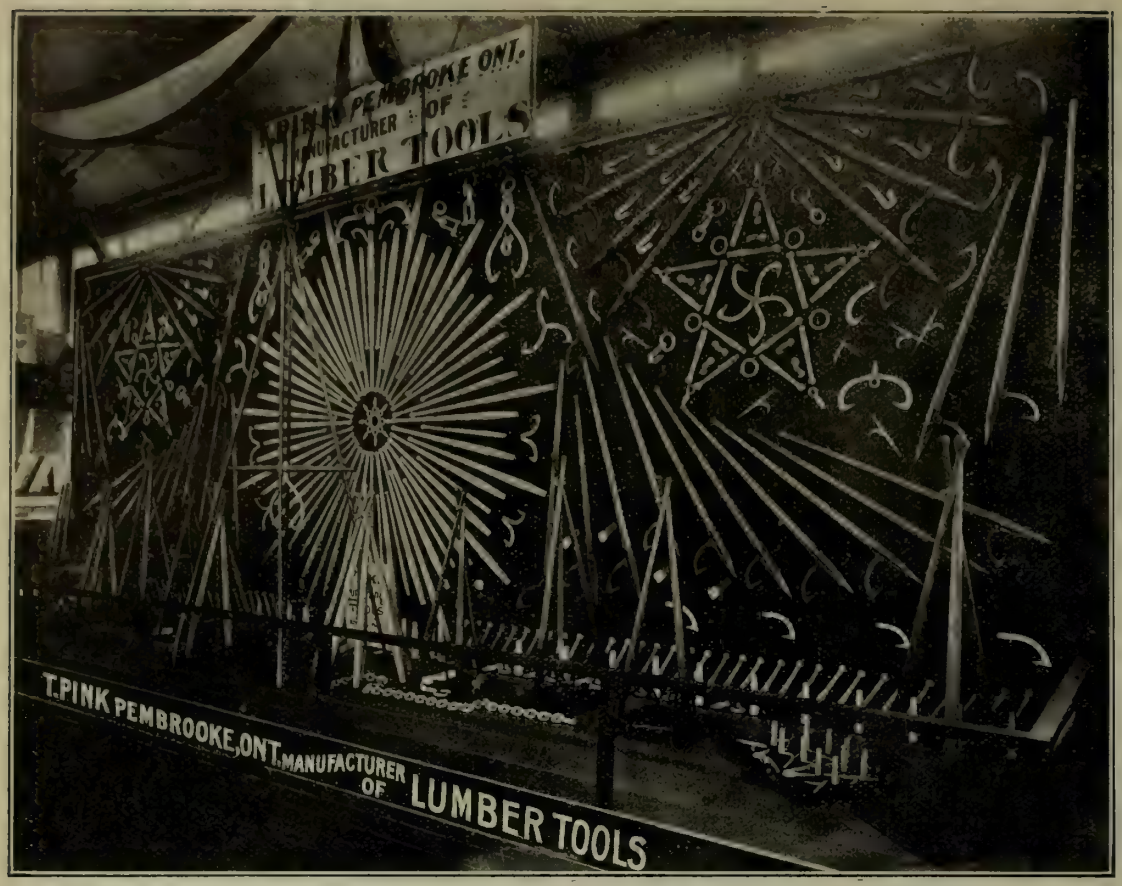

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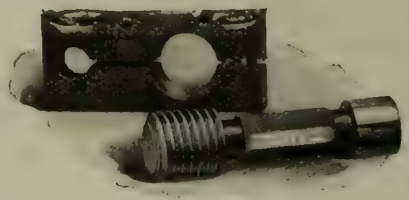

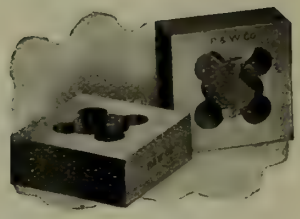

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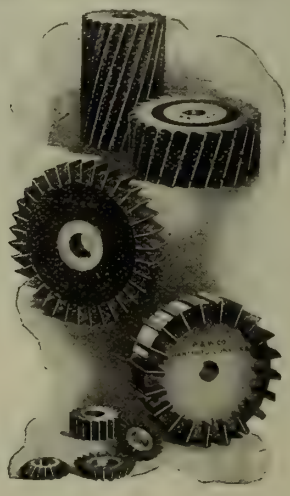

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All Felt—½ in. wide.
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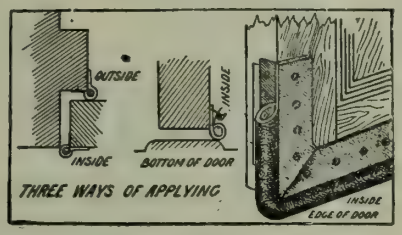
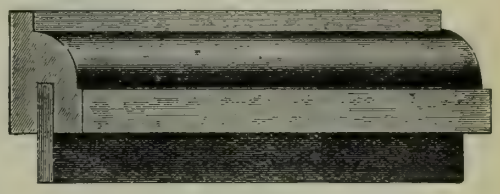


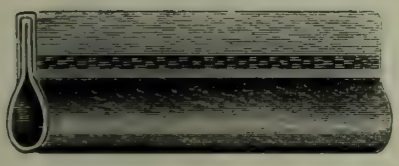
"Frost King" Weather Strip
Black Felt.
For door and windows.

Wood and Felt—⅜ in. wide.
For side and top of windows

All Felt—⅝ in. wide.
For side and top of doors.



Wood and Felt—⅝ in. wide.
For sides of windows and doors.



All Felt—¾ in. wide.
For bottoms of doors.
Packed 50 feet in a box.

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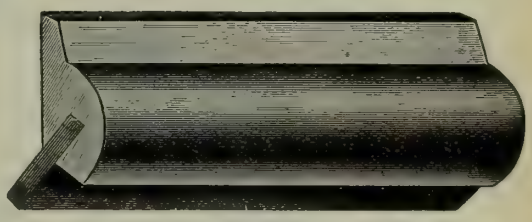
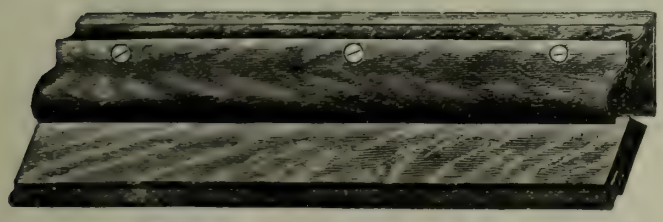
With these hangers sash can be easily and quickly put up and taken down without the aid of ladder, nails or tools.



Wood and Felt—¾ in. wide.
For centre of windows.



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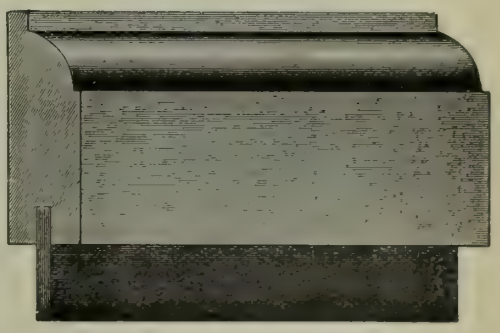
3 in. wide, 36 in. long. 2 doz. in a package



Wood and Felt—1¼ in. wide
For bottom of doors.

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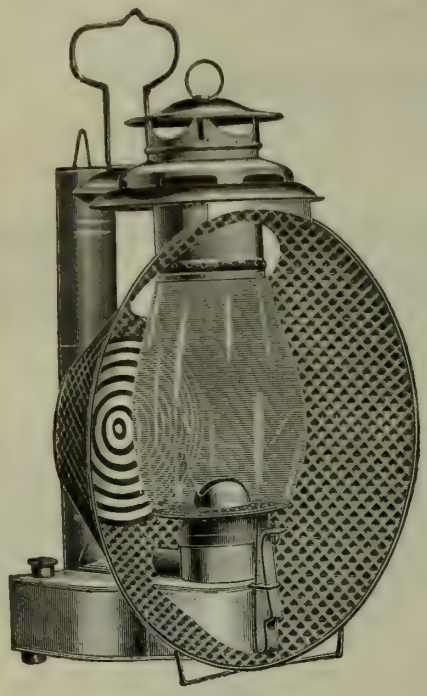

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Dashboard

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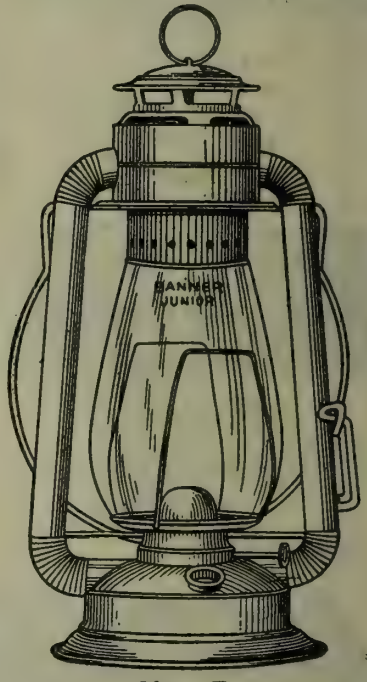

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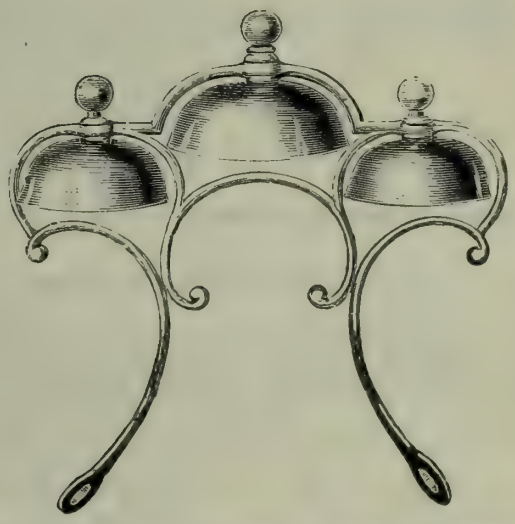

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Annealed Hay Baling Wire and Bale Ties

We have a good stock of nice blue wire—and can make prompt shipments.

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Wire Nails—Wood Screws—Bright Wire Goods

The quality of our goods is equal if not superior to any other make.

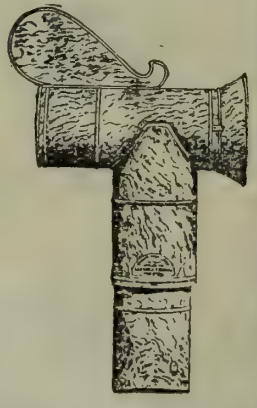
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



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Yours respectfully,

Sister Marie Pacifique, Gen. Eco. Sisters of Ste. Anne.

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New Style H. & C. Side Wall Register

BE A LITTLE DIFFERENT

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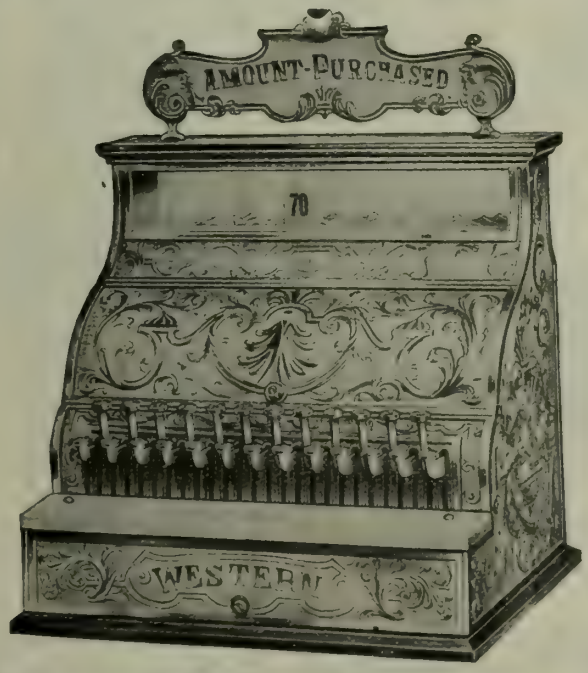
SIMPLICITY

RELIABILITY



DURABILITY

ECONOMY

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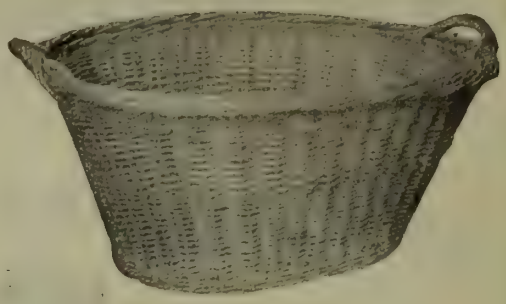
OUR NEW HARDWARE CATALOG NOW READY

The Hobbs Hardware Co., Ltd.

LONDON TORONTO

ESTABLISHED 1840

Willow Clothes Baskets



We have them in five different sizes and four different grades.

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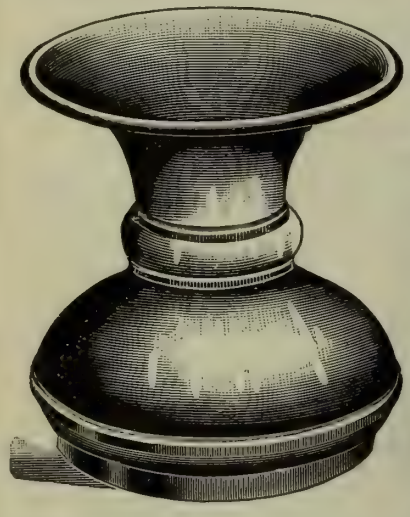
H. W. Nelson & Co., Limited

Toronto



This cut shows only one of our

Cuspidors

We have them in all up-to-date designs and finishes. Have you seen our new catalogue? Send for a copy. It shows the most complete line of CHAFING DISHES, ALCOHOL LAMPS, COAL SCUTTLES, Etc., Etc.

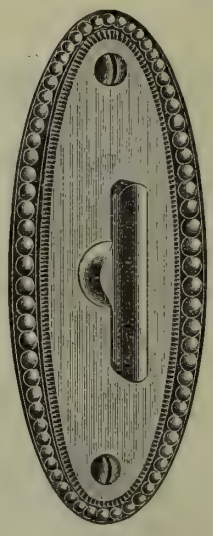
BUFFALO MFG. CO.

BUFFALO, N.Y.

Canadian Representatives:

H. F. McIntosh & Co.

51 Yonge St., Toronto.



ROTARY STROKE ELECTRIC

DOOR BELL and TURN

A very handsome, practical and saleable set.

This is only one of our many trade-catching door bell designs. Sold by all leading jobbers in the Dominion.

The BELLEVILLE HARDWARE CO., Limited

BELLEVILLE, - - ONTARIO

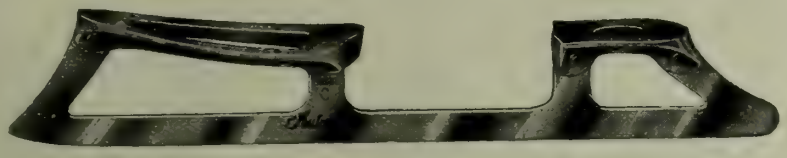
This excellent line is put up with **Bronze, Brass** or **Steel Turns, Steel** or **Bell Metal Gongs.** Also with **Cast Bronze, Brass** or **Iron Turns.** Our full list is very attractive

Not in Same Class

It isn't making any unsupported statement to say that the "Automobile" Skate is positively in a class by itself.

Even on a question of weight, why the "Automobile" Skate has every other thing on the market trimmed to a finish. Then it has beautiful lines and is splendidly finished.

It is the exclusive skate with the aluminum top and the nickel plate blade — lighter by many ounces than any other made —and stronger.



Write for our Catalogues and the New Calendar, "Christmas Morning."

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Head Office and Works: WEST TORONTO

The Argument

Every slide of a skate takes you forward something over four feet while the other skate is lifted and held above the ice. Suppose a person goes ten miles around a rink— which distance is easily covered by most anyone skating to music — he has covered 52,800 feet and lifted either one skate or the other 13,200 times. We say that the "Automobile" Skate is, at the lowest figure, six ounces lighter than any other made. Figuring that out, we find that he has actually lifted 4,888 pounds less than he would were he using any other skates.

A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1

No. 2

No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

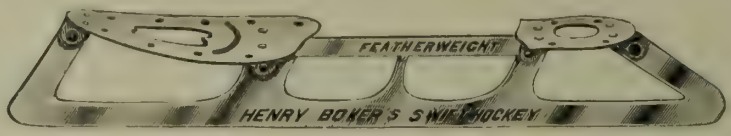
YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

Henry Boker's Skates



"Swift Hockey" Featherlight

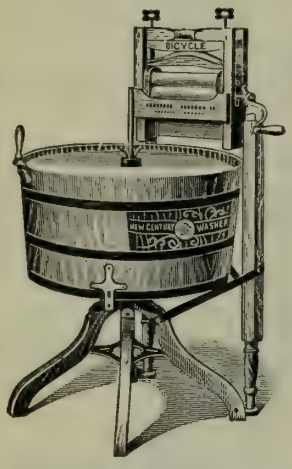
Made for a purpose, and that purpose is swift hockey playing. Best quality welded and tempered steel runners, 3-16 inch thick, with puck stop and strengthening bar, double end heel supports, right and left sole plates. Full nickel plated and polished. For Hard Ice and Speed Skating.

Write for our Free Catalogue *It tells you all about Boker's Skates*

B. TEST REG'D. **P.O. Box 366, Montreal**

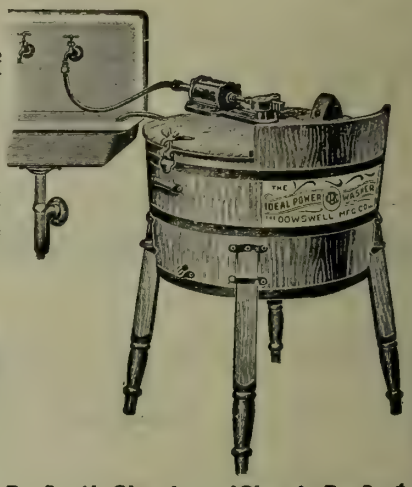
The NEW CENTURY WASHING MACHINE and its ONLY RIVAL

FOOD FOR THOUGHT



If you don't know The Dowswell line of **up-to-the-minute** Washing Machines, Wringers and Churns, you don't know all you ought to know about a good thing. Our Trade Mark is not a big thing to look at, but it is a mighty big thing to help tide over dull times.

THEY'RE SIMPLE and THEY'RE CERTAIN

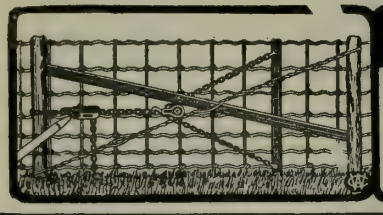


The Dowswell Mfg. Co., Ltd.

HAMILTON, - ONT.

Agents:
W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Harry F. Moulden, 290 Carry St., Winnipeg, Man.

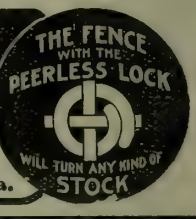
Perfectly Simple and Simply Perfect



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. P. Hamilton, Ontario. Winnipeg, Manitoba.



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(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

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By Walter D. Moody.

This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods, for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of the Rut"; "How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 295 pages. Net, $1.00. By Mail, $1.10.

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DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

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The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

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Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

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"PLIC BOOKS"
For making carbon copies of your letters and orders. Write for information.
THE CARTER-CRUME COMPANY. Limited
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FEED COOKERS
A good line to handle. Write us for full particulars and prices.
James & Reid, Perth, Ont.

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Tank directly over fire heats quick with little fuel. Safe - can be placed anywhere a stove can. Very satisfactory. Used for many purposes. Prices low. write us
The Steel Trough & Mach. Co. Ltd
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The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
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Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
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OUR SPECIALTIES
for this month are: Asbestos Stove Pipe Thimbles, Gas Heating and Cooking Stoves Combined, Four Styles Heating Drums, Air Tight Heating Stoves, "Nestable," Four Styles Ash Sifters, Three Styles Toasters and other good specialties, all Hardware Stores.
THE COLLINS MFG. CO., TORONTO.

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STEEL STAMPINGS
We design stampings to replace castings of all kinds. Send sample for estimate.
ACME STAMPING and TOOL WORKS
HAMILTON, ONT.

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IMPROVED CARGO GINS
LEAD AND HEEL BLOCKS
with Self-Oiler Sheaves, Steel Centres
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The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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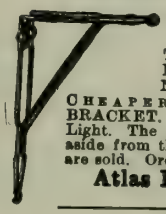

Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
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ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shaping. 7 sizes each. Write for Catalog

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VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
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Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.
PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
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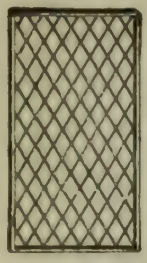
General and special Wire Hardware
Write us for prices
New York Office. - 107 Chambers St.

"If It's Made of Wire We Make It"



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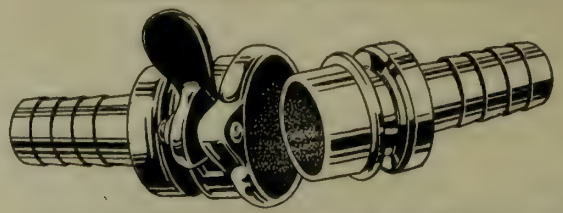
Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.

You Really Ought to Handle
TIME-SAVER HOSE COUPLERS



Built on a new principle. No threads to wear out, impossible to lose washers, absolutely tight joints guaranteed. Cheese Factories, Breweries, Hotels, Liveries, Manufacturers, all need the Time-Saver.

Price List on Request

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Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

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ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

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Guaranteed Perfect.

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No sandholes, no burred threads. Perfect in material, threading and finish. Wholesale only. See that your fittings are stamped with the "Diamond" Trade Mark.

OSHAWA STEAM & GAS FITTING CO., Limited
WHOLESALE ONLY
OSHAWA, - CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
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"MIDLAND"
BRAND
FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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Canada Iron Furnace Co.,
MIDLAND, ONT. Limited

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mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.
$2 per year buys them. Address

THE CONTRACT RECORD
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NOVA SCOTIA STEEL & COAL CO., Limited
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Manufacturers of

FERRONA PIG IRON

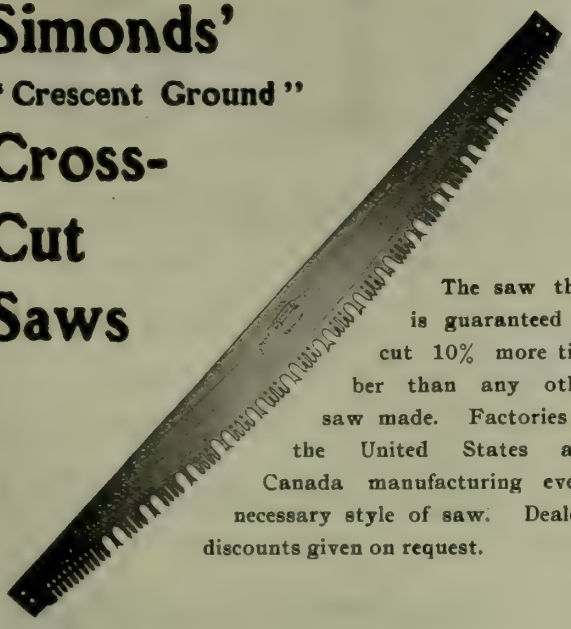
and SIEMENS-MARTIN

OPEN HEARTH STEEL

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

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Bone Cutters

This is a favorite size. We make other sizes, from

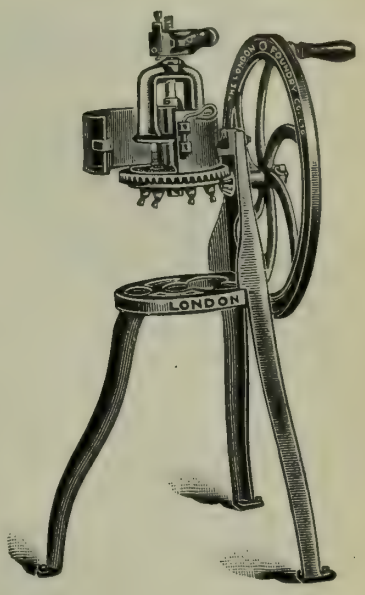
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



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THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

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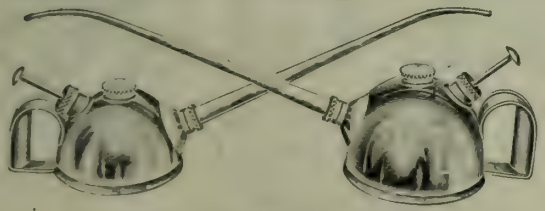

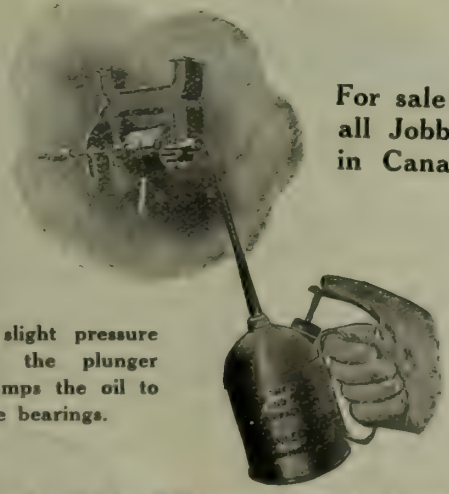

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A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U. S. A.

Established 1820

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has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE, the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

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MADE FOR ALL STANDARD GUNS

J. H. ROPER, SOLE CANADIAN AGENT,
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For F. JOYCE & CO., LONDON, ENG.

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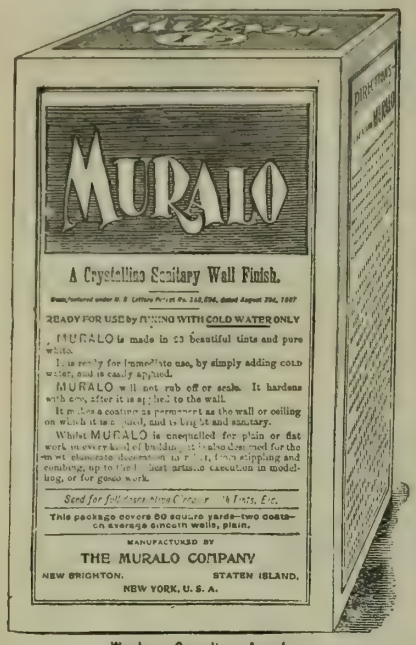

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ASHDOWN HARDWARE COMPANY
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IS THE ONLY PRACTICAL WALL FINISH MADE

Muralo is the pioneer of Sanitary wall coatings —and for 15 years has enjoyed the largest sale, chiefly because it will, under any circumstances, give superior results. Muralo has greater covering power, spreading qualities and artistic finish than any other decorative material made and

SHOULD BE HANDLED BY ALL HARDWARE AND SUPPLY STORES

SOLE MANUFACTURERS

THE MURALO CO.

NEW YORK

The Largest Manufacturers of Water Paints in the World.

H&R SINGLE GUNS

Enjoy the confidence of the public — your customers

When a man comes into your store to buy a gun he is on friendly terms with an H. & R. That is because of our persistent advertising.

Then when he takes an H. & R. Gun in his hands—examines it, discovers its simplicity, perfect balance, finish and all-round superiority compared with higher priced guns, the sale is made.

Very little effort is required on your part, but in order to enjoy a liberal profit and a growing patronage you must carry H. & R. Guns.

Our catalog tells about our full line and gives valuable selling points. We are now offering our new three-piece gun which we call MODEL THREE PIECE 1908 Built on the same lines as our famous Model 1900, this new gun is taken down in the same manner as a double gun—by pulling off the snap fore-end and unhooking the barrel from the frame.

MODEL THREE PIECE 1908 will be made in 12, 16, 20 and 28 gauge. We shall continue to manufacture and supply our popular Model 1900, with patented hinge pin, and our unequalled small framegun. Model 1905.

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are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

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Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
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LONG LIFE METALS

Copper Hardened

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Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb. ***Write for Booklet***

Liberal Discount to Trade.

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Do You Want Your Share

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Hamilton Bridge Works Co., Limited, Hamilton CANADA

There Must be Real Merit

In a locally made article to have it sell well in its own town.

We have the furnace trade of Woodstock, and you can have it in your town—if you handle "Good Cheer" Furnaces. Write our Woodstock or Winnipeg house for booklet and prices.

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must be giving efficient service, judging by the many favorable reports we receive and by the steadily increasing demand. A few of the many users in and about Woodstock are:

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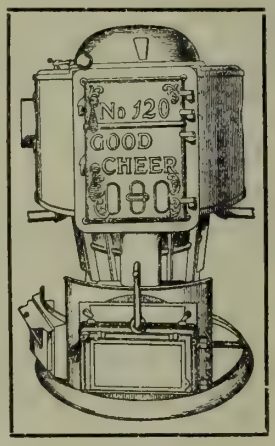

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Knox Church
J. D. Hood

The "GOOD CHEER"

(No. 100 Series)

This is our latest and best in the Furnace line.

There are cheaper Furnaces made, but if you must have the kind which will give the required heat, do it economically, and withal be lasting and durable, then this is the Furnace for you.

Our facilities for turning out good work are of the best. The materials we use are all strictly of the highest grade, and our employes are uniformly highly skilled workmen. Woodstock made Stoves, Ranges and Furnaces are consequently well and favorably known abroad as well as at home, and among them the Good Cheer Furnace stands out prominently as a leader in the heating line.

The Jas. Stewart Mfg. Co., LIMITED, Woodstock. Ont.

WESTERN WAREHOUSE, JAMES STREET, WINNIPEG, MAN.

Local Agents, McKiggan & Davison, Dundas St. E.

AUTOS ON THE COUNTRY ROADS

streaked and in the evening, when it comes time to sit out in white frocks and enjoy a well earned rest, our mistress of the household is heart to sigh and remark, "My, how dirty this place is, and it was cleaned this morning."

The Art Garland

DOUBLE HEATING BASE BURNER

Recognized as the LEADING BASE BURNER from coast to coast.

The original and only stove having three base flues drawing cold air from the floor and radiating it heated from the top of the stove.

Made in three sizes, two with oven.

When you sell the "ART GARLAND" you can say ABSOLUTELY THE BEST, not just as good as some other.

Garland Oak

A heavy, well constructed Oak Stove, with polished steel body. Removable feeder. Nothing cheap about it except the price.

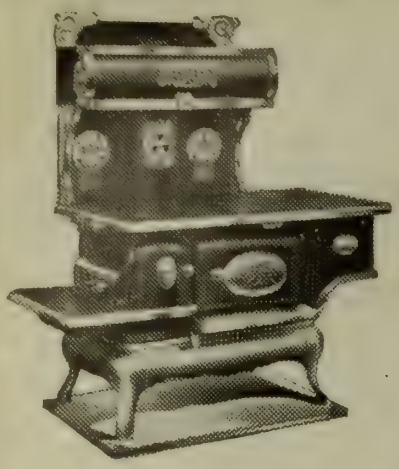
Made in three sizes and three different styles.

Write for samples at once. **Prompt shipments guaranteed.**

Bowes, Jamieson & Co.

HAMILTON, ONTARIO

Western Agents: Tilden, Gurney Co., Winnipeg, Man.



EMPIRE QUEEN RANGE

Strong - Reliable - Attractive

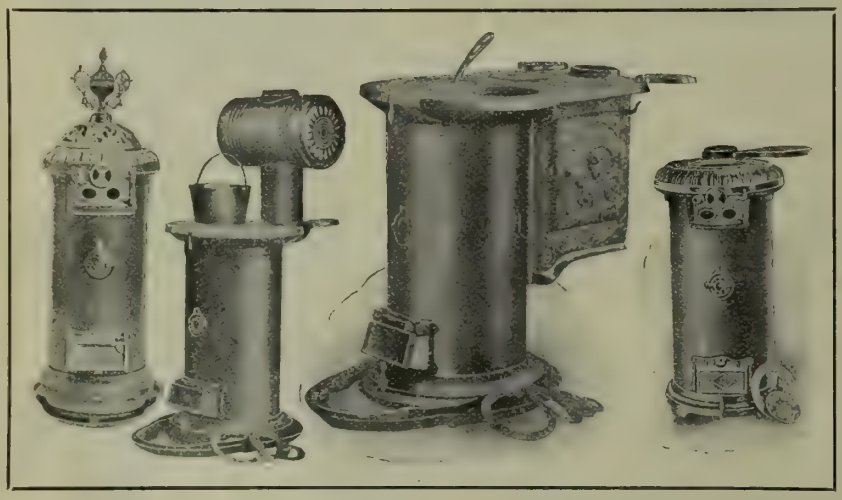
There isn't another iron range on the market equal to it. It is equipped with the latest Duplex Grates, with separate grates for wood, simple and easily interchangeable. A special baking draft forces heat twice around the oven. Castings are smooth, well proportioned and flawless. The deep ashpit is so constructed that no ashes can fall outside the ash-pan. Easily cleanable, handsome nickel trimmings. The Empire Queen heats water quicker than any other range on the market. Made in eight sizes.

Write To-day for Our Price List

Canadian Heating and Ventilating Co., Limited

OWEN SOUND - ONTARIO

Selling Agents: Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.



IMPROVED Tortoise

With Shaking Grate

or lined with brick from top to bottom

We are now making the Nos. 3 and 4 sizes with grate and are ready to supply any of the line as illustrated above in these two sizes excepting the low oven.

The JAMES SMART MFG. CO., Limited

BROCKVILLE, ONT.

Here's a Fine Seller

A fine big FARMER'S BOILER just like the picture in appearance and will boil water in 20 minutes. we have different weights and different sizes and you stand to make good money on the varieties that are suited to your territory.

Ask your FARMER friends when they come to the store if they would'nt like something to save them money as a BOILER surely will. First of all write us for information about this boiler.

APPROXIMATE WEIGHT 225 lbs. No. 25: of No. 30, 311 lbs. WE HAVE 25 GALLON POTS only, which weigh 51 lbs. No up-to-date farmer can afford to be without one.

The Record Foundry & Machine Co.
LIMITED

Montreal and Moncton

Sales Agencies in Toronto, Winnipeg, Vancouver, Calgary, St. John's, Newfld.

The BURMAN No. 17 POWER CLIPPER

Fitted with the Burman Clipping Head.

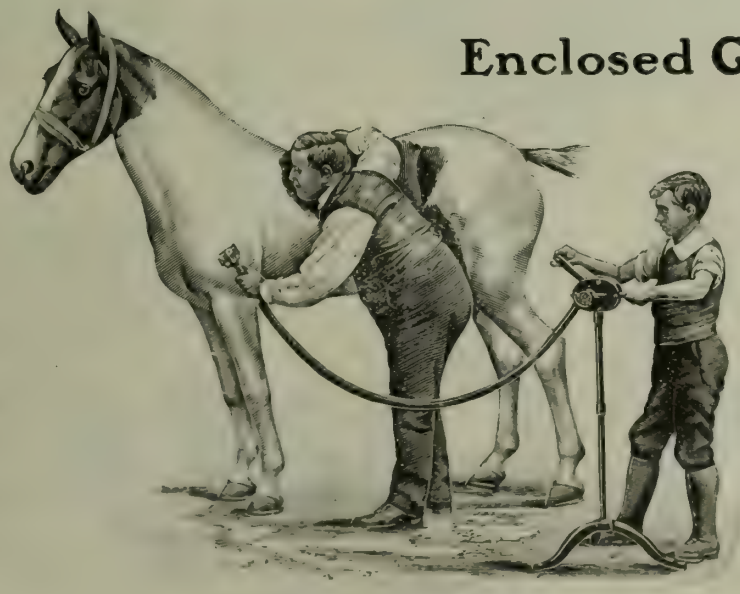
Cuts over three teeth.

Rapid work.

Takes the heaviest coat.

Anti-frictional Tension Device.

Easy Working.



THE BURMAN No. 17 AT WORK

Enclosed Gear Type

Increased speed, geared up faster than any machine of this type on the market.

All gears cut from the solid bar.

6-Foot Flexible Shaft

Can Be Obtained from Wholesale Hardware Houses Throughout the Dominion

Season of Thanksgiving

Why The Trio Should Be Thankful

You

Because

Good times are here again.

"Famous" Stoves are as reliable as ever.

Cold weather has come at last.

Our advertising is driving business right into your store.

You can get anything you need from us, from the smallest dish to the largest range.

Your Customers

Because

Having bought a McClary "Famous" their troubles are over.

There's no reason to feel the shivers of this date '07.

They have a store as good as yours to go to all the time.

The coal shovel has been idle.

They can recommend the McClary line.

Ourselves

Because

The crops are fine.

We're as busy as A. B.

The "Sask-alta," "Ladies Aid," and the rest have taken so well.

You appreciate our sales help, our great advertising campaign.

We're "Famous" from coast to coast.

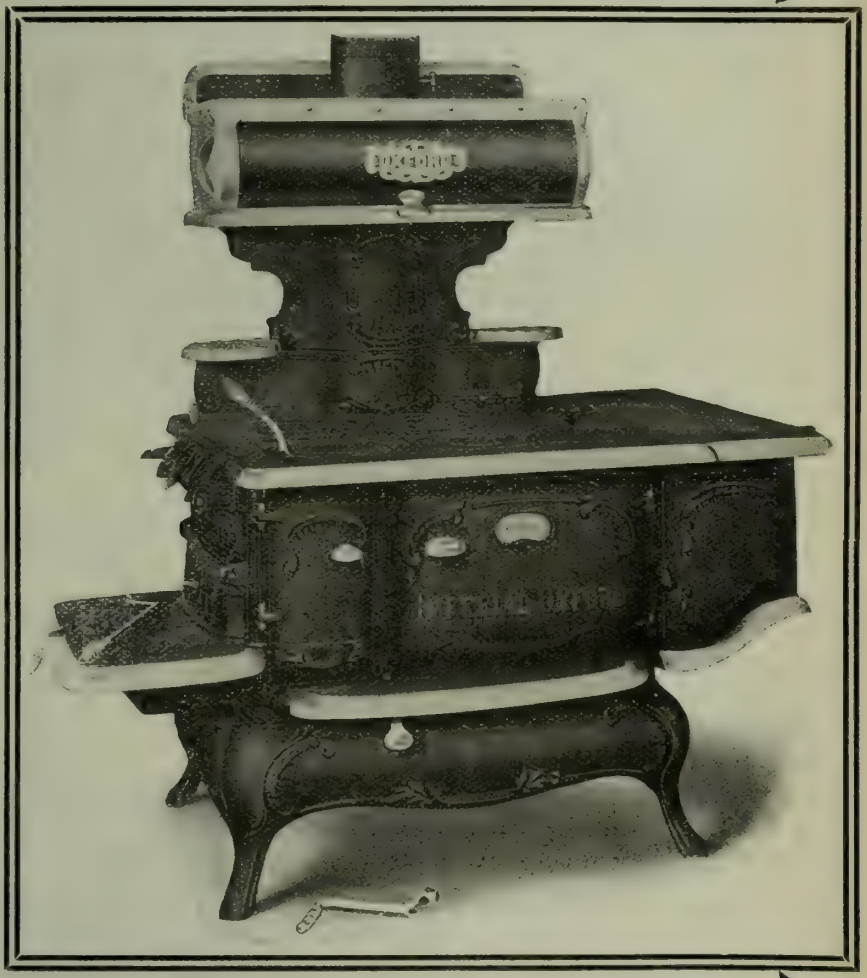
McClary's

London Toronto Montreal Winnipeg
Vancouver St. John, N.B. Hamilton Calgary

Here's another GURNEY-OXFORD

triumph that you certainly ought to handle.

BEAUTIFUL to look at, beyond any range you ever saw—because its beauty is PRACTICAL as well as rich. All the nickel work is removable (for cleaning or on washdays, etc.) so range will always look new. This is a selling-feature you can appreciate. New Imperial grate is a big betterment insures an always clean fire without fuel waste or clinkers. Oven is really perfect, made so by centre flue strip that distributes the heat equally and evenly to every part of the oven—you can warrant its baking qualities absolutely. Patent lifting hearth, automatically helps keep range and kitchen clean—another strong argument for you. Oval fire-box, removable linings, grates easily and quickly changed from coal to wood, and SIX OTHER EXCLUSIVE FEATURES in the "100 Series"

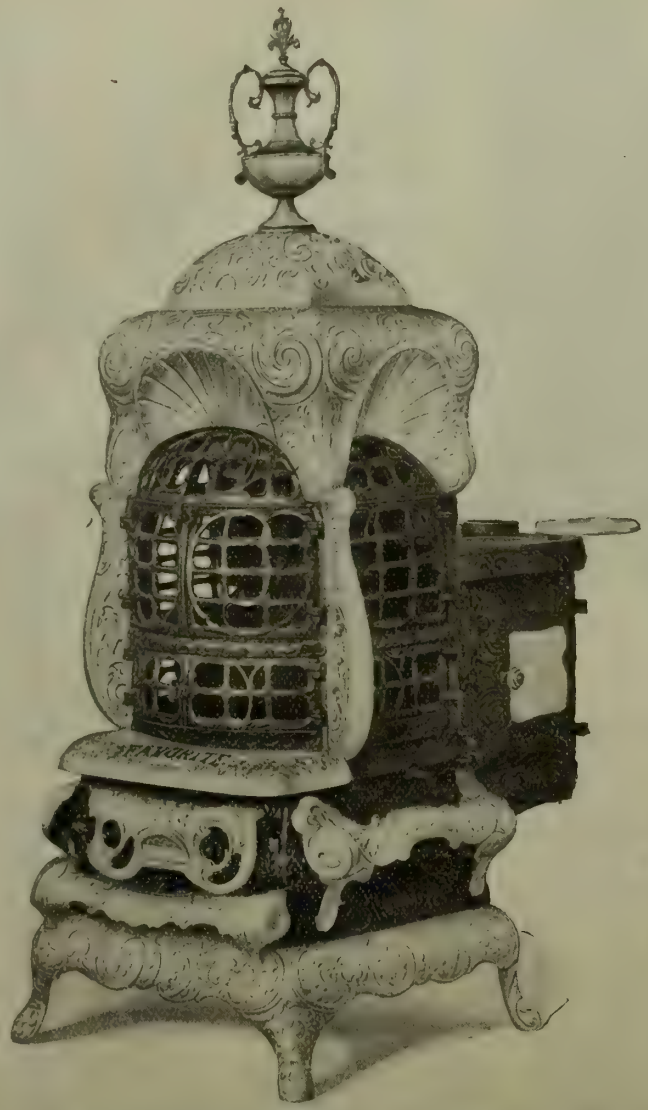


IMPERIAL OXFORD

Actually the most popular, sensible and easiest-selling cooking appliance ever made. Put it on your floor and let it sell itself—it will. Let us have your address, and our catalogue and price lists will come to you quickly, together with proofs that we help the trade sell what we sell the trade.

The Gurney Foundry Co., Limited,

Toronto Montreal London Winnipeg Calgary Edmonton Vancouver



The FAVORITE is the MONARCH of all BASE BURNERS. It is the only THREE FLUE CONSTRUCTION that we know of made in Canada. It will save 25% fuel and give 50% more heat than the ordinary TWO FLUE BASE BURNER

We also make other Base Burners at prices to suit any pocket.

FINDLAY BROS. CO., LIMITED - CARLETON PLACE, ONT.

BRANCH HOUSE—309 Elgin Ave., WINNIPEG.

DISTRIBUTING AGENCIES—TORONTO CALGARY EDMONTON

We supply a large share of the dealers of Canada simply because

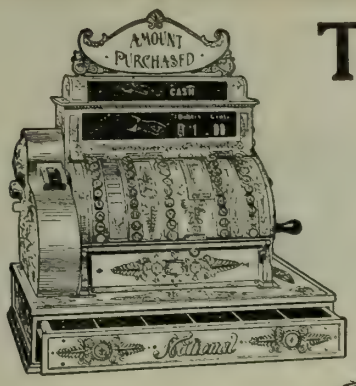
McDougall Pumps
are
Standard Pumps

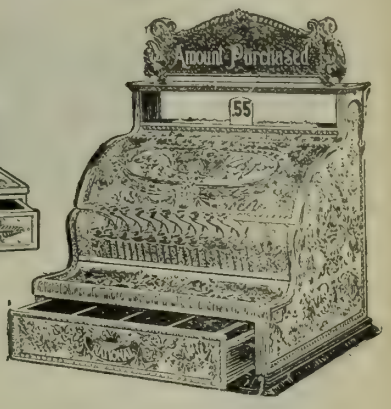
and thirty years' experience should teach quite a few of the secrets of making a good article.

We are always ready to exchange ideas with the trade.

A catalogue for the asking.

The R. McDOUGALL CO.
Galt, Canada LIMITED





They Pay !

Ask the Man Who Has One !

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

We are Headquarters for

PLATE GLASS

When you are selling plate glass to a customer, you ought to be in a position to quote him very close prices on really high grade glass. If you place your orders with us you will be able to do this every time, because our stock of high grade Plate Glass, Bevelled British Plate Mirrors, etc., is very large and complete. We have an excellent catalogue, and we want to send you a copy of it. It is chuck full of valuable hints and suggestions. Send for a copy to-day.

Prompt Shipment of Mail Orders Guaranteed.

THE HOBBS MANUFACTURING CO. Ltd.,

Factories and Warehouses

TORONTO **LONDON** **WINNIPEG**

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below.- You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

HOW TO FREE HIGH HALLS OF DUST-WEBS

THE
Ideal Duster

Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

Tarbox Bros., Mfrs. Toronto, Ont.
BRITISH DEPOT: 2 Hope Chambers, Liverpool

Canada Foundry Company, Limited

14-16 KING STREET EAST

Montreal, Halifax, Ottawa, **TORONTO, Canada.** Winnipeg, Vancouver, Rossland.

MANUFACTURERS OF

Power Appliances of all Kinds

Complete Power Plants, Steam, Gas, or Electric.

Gas, Electric and Combination Lighting Fixtures

Now is the best season to push these lines—the season when they are most needed. Artistic appearance goes a long way in closing sales of fixtures, and our line contains nothing but attractive, up-to-date designs. Close prices, too. You will be wise if you

SEND AT ONCE FOR OUR LIST

The Barton Netting Company, Limited

38 OUELETTE AVENUE, WINDSOR, ONTARIO

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.

For over a third of a Century we have been manufacturing

Wood Screws

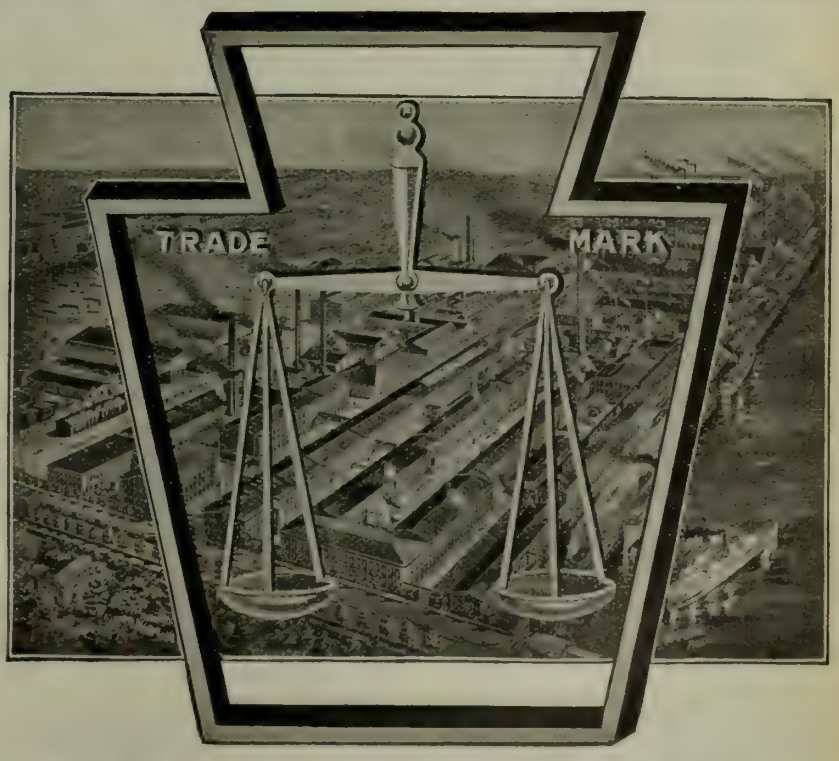
Wire Nails; Tacks; Machine Screws; Iron, Brass and Copper Rivets and Burrs; Staples; Corrugated Fasteners; Stove, Sink, Tire and Sleigh Shoe Bolts; Bright Wire Goods; Bright, Coppered and Tinned Wire in coils and cut to lengths.

OUR TRADE MARK IS A GUARANTEE OF QUALITY

Canada Screw Co., Limited

Toronto **Hamilton** **Montreal**

DISSTON SAWS



In the **DISSTON BRAND** of **SAWS** you have the advantages obtained by the use of highest quality crucible steel specially made in the Disston Steel Works, approved designs, most skilled workmanship—all backed by an experience of over **SIXTY-EIGHT YEARS** in saw making—A combination not equalled and which speaks for the utility of the saws.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

Distributing Agents: **KENNEDY HARDWARE CO., Ltd.,** 51 Colborne St., Toronto

"BUSTER BROWN"

is the name of the finest line of Children's Express Wagons ever offered the trade. Besides making a strong durable and attractive toy, they can be made very useful around the house, store or home. They are made in several sizes, every one of them being a marvel of value at its price. No. 1, 1A, 2 and 3.

Prices gladly quoted you

The Woodstock Wagon & Mfg. Co., Ltd.

Makers of Woodstock Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs.

SASH WEIGHTS

Hundreds of tons carried in stock for you and we guarantee prompt shipment. Write at once for a copy of our Monkey Book and for prices.

The Buchanan Foundry Company, - Lebanon, Pa.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

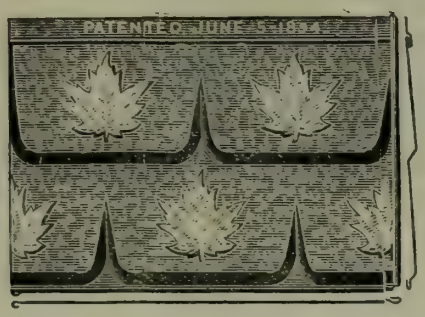
For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S A.

"Safe Lock" Galvanized Steel Shingles



There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market and is still the best. Get your prospects in line and then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal. "We work with the trade."

The Metal Shingle and Siding Company, Limited

HEAD OFFICE and WORKS: PRESTON, ONT. BRANCH OFFICE and WORKS: MONTREAL

GENERAL SALES AGENTS

St. John, N.B.	Quebec	Toronto
Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
Winnipeg	**Calgary**	**Vancouver**
Clare & Brockest	Ellis & Grogan	Wm. N. O'Neil & Co.

BAR IRON

It is false economy to use poor quality bar iron. London Bars are the product of long experience, and the great demand for them is due to their uniform high quality. They come in two grades, Common and Refined, and re-work with the greatest facility.

TRY US WITH YOUR NEXT ORDER

LONDON ROLLING MILL CO. LIMITED
LONDON — CANADA

Cole's Spiral Tubular Radiator

Can be used on any stove

Best radiator at half the cost of inferior goods.

Only radiator made adapted for both hard or soft coal

Size pipe collar 5, 6 and 7 inches

These radiators give the best satisfaction and have yet to receive a single complaint.

FOR SALE BY

E. T. Wright & Co., - Hamilton

HOW TO WRITE SIGNS, TICKETS AND POSTERS

BY PAUL N. HASLUCK

Practical handbook for the sign writer, giving concise information on the general principles of the craft. Contents are:—Formation of Letters, Stops, and Numerals; Sign Writer's Outfit; Making Sign Boards and Laying Ground Colors; Simpler Forms of Lettering; Shaded and Fancy Lettering; Painting a Sign Board; Ticket Writing; Poster Painting; Lettering with Gold, etc.

Price 50 Cents.

TECHNICAL BOOKS, - 10 Front Street East, TORONTO

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

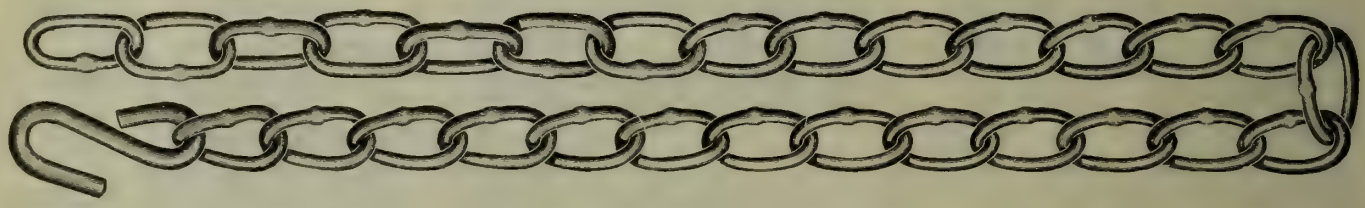
Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

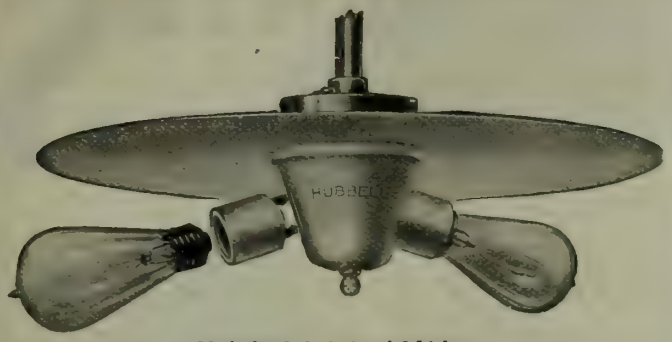


You might just as well mention on your order to the jobber: "Be sure and send Electric Welded Chain for our Traces, Cow Ties and Tie Outs."

They cost no more and give the best results.

McKinnon Chain Works ST. CATHARINES ONT.

HUBBELL WIRELESS CLUSTER



Made for 2, 3, 4, 5 and 6 Lights

Hubbell Improved Clusters

Easy to Instal

No exposed contacts. Nothing to work loose. Shade can be removed and replaced without disturbing electrical connections. Write for prices.

The R. E. T. PRINGLE COMPANY, Limited

MONTREAL, QUE. WINNIPEG, MAN.

WHAT THE WOMEN WHO USE IT SAY—

and a look at the machine itself, with its many very evident advantages—makes it easy for the dealer to sell a

"Puritan" Re-Acting Washing Machine

to almost every prospect.

Our newspaper advertising gets the women who are thinking of buying a washing machine interested in the "Puritan." Stock it and reap the profits on easy, steady sales.

DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

J.M.T. Swing Check Valve.

J.M.T. Jenkins Disc Check Valve.

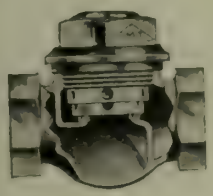
J.M.T. Y Blow-off Valve.

Hose Gate Valve with Hose Cap.

Reducing Pressure Valve.

Pop Safety valve.

Bronze Hydraulic Valve.



J.M.T. Cushion-Disc Check Valve.

Angle Valve.

ENGINEERS' SUPPLIES

In Brass and Iron

Manufacturers of the largest variety of **VALVES** for

Steam, Water, Gas, etc.

If you want a valve of any kind for any purpose communicate with us. We will probably be able to supply your wants.

Note.—All our J.M.T. Valves have trade mark on body of valve—when you ask for J.M.T. Valves see that you get them—inferior valves are sometimes offered.

The James Morrison Brass Mfg. Co., Ltd.

TORONTO

REGAL HOCKEY SKATES

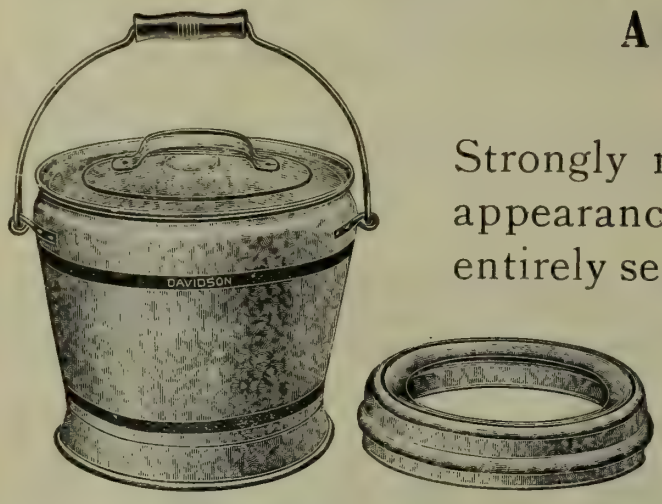
The "Regal" is a hockey skate that has become more and more popular as the seasons go by. Imitations have been made and its design has been copied, but the "Regal" is still in the leading class. It's a skate of quality, and the fact that all the Senior Championship Leagues use it is proof of its superiority. There is a demand for this skate—are you going to sell some this winter?

WRITE US

STARR MANUFACTURING CO., Limited

Works, DARTMOUTH, N.S. Branch Office, TORONTO, ONT.

The "Western" Slop Pail



A Modern Sanitary Pattern

CAPACITY—16 QUARTS

Strongly made and attractively neat in appearance. Cannot leak, as body is made entirely seamless, with an extra heavy coat of galvanizing, and is finished by being neatly banded with stripes of bright red.

Can be sold either with or without commode attachment

Ask our travellers about it and try a sample dozen

You'll find them trade winners

MADE BY

The Thos. Davidson Manufacturing Co., Limited

Montreal and Winnipeg

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL QUEBEC

UNITED STATES STEEL PRODUCTS EXPORT CO. MONTREAL QUEBEC

Ask Yourself
This Question:

Do You Want
The Latest

If you do, then order ***American*** felt Roofing nails, universally adopted by the leading roofers as the best nail on the market, doing away with the double supply of nails and tinned caps. Guaranteed not to injure the frailest roof covering, as the heads are smoothly planished

Order now and obviate future disappointment.

"200 nails to the pound."

Stocked by all
Wholesalers

Quality Finish

3-8 in. dia. Head

1 in. x 12 ga.

Value Satisfaction

QUICK TURN OVER OF PROFITS

That's the secret of modern business success—goods that please, that bring back customers; goods that help keep the clerks busy—a continual jingle of coin on the counter.

DOMINION AMMUNITION

is a staple to Sportsmen. It is sold all over the world and its sales increase every year by enormous figures. This means we helped retailers to make money selling Dominion Cartridges and Dominion Shells.

Shall we co-operate with you? Write to us.

Dominion Cartridges	Regal Shells	Sovereign Shells	Crown Shells
(Sure fire.)	(Ballistite dense smokeless powder.)	(Empire bulk smokeless powder.)	(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

Kemp's Seamless Savory Roasters

Self-Basting Self-Browning Satisfactory Sanitary

Perfectly smooth and seamless without a corner, angle, groove, corrugation, seam, or fold of any kind—just a plain smooth surface that's easy to clean.

Family Size ($17\frac{1}{4}$ x $11\frac{1}{4}$ x $7\frac{1}{4}$ inches)	List price per doz.	Hotel Size ($19\frac{1}{2}$ x 13 x $9\frac{1}{2}$ inches)	List price per doz.
No. 200 Finest Siemens-Martin Blued Steel	$16.00	**No. 400** Finest Siemens-Martin Blued Steel	$28.00
Made in Pearlware only	40.00		
Case lots	½ doz.	Case lots . .	¼ doz.

WRITE FOR DISCOUNT

KEMP MANUFACTURING CO., Cor. Gerrard and River Sts., Toronto, Can.

THE KEMP MFG. & METAL CO., Ltd., 111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL 39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

Canadian Wholesale Hardware Association—William Starke, Montreal, president; D. H. Howden, London, vice-president; A. Jeanotte, Montreal; W. J. Lawson, S, R, Kennedy, Toronto; J. G. Lewis, Montreal; A. Prudhomme, Montreal, directors; James Hardy, Toronto, secretary-treasurer.

Maritime Wholesale Hardware Association—M. F. Irwin, St. John, N. B., secretary.

Hardware and Metal Association of British Columbia—John Boyd, Vancouver, president; J. A. Cunningham, New Westminster, vice-president; John Burns, Vancouver, secretary-treasurer.

Alberta Hardware Merchants' Association—John Drewe, Calgary, president; R. L. Gaetz, Red Deer, first vice-president; J. Dowcett, Edmonton, second vice-president; L. W. Kribs, Frank; C. W. Marshall, Nanton; W. G. Stafford, Lethbridge; A. E. Clemens, Sedgwick, and C. W. Hislop, Carstairs, executive committee; A. T. Linton, Calgary, secretary-treasurer.

British Columbia Hardware Dealers' Association—Charles Snell, Vancouver, president; J. Stearman, Vancouver, vice-president; Messrs. Lusby and Blakely, New Westminster, and Henderson, Vancouver, executive committee; Wm. J. Butt, Vancouver, secretary-treasurer.

Ontario Retail Hardware and Stove Dealers' Association—J. R. Hambly, Barrie, president; D. Brocklebank, Arthur, first vice-president; A. Ballantyne, Brantford, second vice-president; John Caslor, Toronto, treasurer; W. G. Scott, Mt. Forest; J. Walton Peart, St. Mary's; D. Cinnamon, Lindsay; R. C. Chown, Belleville; W. H. Richardson, Essex, and J. R. McMillan, Guelph, executive committee; Weston Wrigley, Toronto, secretary.

A MANITOBA ASSOCIATION.

It is quite true that the Western Retail Hardware Association, whose activities ceased about a year ago, did not succeed in accomplishing for the hardware dealers of the West all that it set out to do, but every day is bringing conclusive evidence to individual dealers that, with all its shortcomings and limitations, that organization did valuable work in its time. Unfair conditions of competition among retailers themselves, the encroachment of the wholesale houses upon the retail field, unsatisfactory conditions in the heating goods trade all combine to convince the hardwareman of the west that a sad mistake was made when the old organization was allowed to die for lack of adequate financial support. There is now no organization to speak for the hardware retailers of the West and the lack of such an organization is being keenly felt.

Many dealers feel that the time is ripe for reorganization along strictly provincial lines in Manitoba, and perhaps also in Saskatchewan. In the Province of Alberta there is already a strong organization being formed, which is confined to that province, and similar organizations in Saskatchewan and Manitoba might work to advantage in alliance with it. The ambitious project to have one association for the entire West, with headquarters in Winnipeg has proved impracticable, because the territory is too large, but there is every reason to believe that provincial organizations might prove very effective.

Judging by the great number of complaints of grievances, the time appears to be ripe for some action to be taken. These columns are at the disposal of any readers for discussion of the project and opinions for or against the proposal will be given publicity in this paper.

LAWYER'S LETTER TO DEBTORS.

Arrangements have been completed with Lawrence & Wadsworth, solicitors, Home Life Building, Toronto, to act as solicitors for the Ontario Retail Hardware Association, and their firm name will appear on the next issue of "Collection Department" letters. They have also agreed to send a lawyer's letter to delinquents who have paid no attention to the two collection letters sent out by members. The legal letter is as follows:

Home Life Building,
Toronto, ... 1908.

John Smith, Esq.,
Smithville, Ont.

Dear Sir,—We have been advised by the Ontario Retail Hardware Association that you have ignored their letters to you asking for the payment of ....., being the amount of Messrs. .... account against you.

Particulars of this account have been supplied you, and unless paid by you at once there is only one alternative—the issuance of a writ of summons at the next sitting of the Division court. If the account is put in the bailiff's hands for service, there will, of course, be additional charges which you will have to pay. See that you save the incurring of these costs by attending to this claim forthwith.

Yours very truly,
Lawrence & Wadsworth.

The conditions under which this letter will be sent are that members of the association using the collection letters shall supply Lawrence & Wadsworth with the name of the delinquent and the amount due, together with 25c, the charge made by the firm for sending out the letter.

The letter should prove a valuable adjunct to the Collection Department, and delinquents who cannot be brought to time with the collection and lawyer's letters are hardly worth further attention, unless they are worth sufficient to proceed against in the Division Court.

JOINT COMMITTEE ENDORSED.

In the opinion of W. S. Fisher, of Emerson & Fisher, wholesale and retail hardware merchants, St. John, N.B., the only way to successfully combat the rapidly-increasing business of the mail order houses in Canada is for the retailers to adopt a system of cash business alone.

Mr. Fisher was asked what he thought of the suggestion made at the Wholesale Hardware Association banquet in Toronto, that a Dominion Wholesale Hardware Association be organized, and a joint committee established representing both retailers and wholesalers. He said he thought it a very proper move. The mail order houses have made great inroads on business in this province. An official in New Brunswick recently told him that in the month of December last year $5,000 was sent to one mail order house alone from St. John, and he estimated that the amount sent in a year would be $25,000 at the very least. If the other towns of New Brunswick sent in like proportion it would readily be seen that the business would mount up into the thousands very quickly.

The only way to meet this business, said Mr. Fisher, is for the retailer to adopt a cash basis and we should use our best endeavors to that end. This would be the most effective method of fighting these people and the reason is obvious, for the mail order houses never send out a dollar's worth of goods until they have the money.

Oftentimes people send money away to mail order houses, when they should be paying their accounts with the local dealer, who is thus at a great disadvantage in carrying along these accounts and he is practically loaning the money that is sent to the mail order houses.

"I wondered," said Mr. Fisher, "in looking over the list of those present at the banquet, why there were no representatives of the trade in the Maritime Provinces present."

B.C. Jobbers in Accord.

Vancouver jobbers are also reported to be in accord with the suggestion made at the banquet of the wholesale hardwaremen at Toronto three weeks ago that a Dominion Association should be organized. When the matter was mentioned to jobbers there, reference was made to the British Columbia provincial organization, which does very effective work and is of great value to its members. It stands to reason a centralization of wider interests would tend to mutual benefit. In the windows of the departmental store of David Spencer, Ltd., Vancouver and Victoria, stoves are displayed. This store has branched out in many lines of late, and this is the latest.

"Men Who Sell Things"

The Salesman's Relation to the Credit Department—How He Can Be a Help and a Hindrance to the Firm's Credit Man—The Why and Wherefore of Carrying a Customer Along.

By Walter D Moody Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

He was given a place, and the first day sold more goods than any other salesman in his department. He had the knack of putting customers into a good humor by laying himself out to please. He studied his customer's first inquiry intently, and followed that up instantly and intelligently. At the end of a year he was earning twenty-five dollars per week in that store. A short time afterwards he was offered fifty dollars a week by a gentleman accompanying a cross-grained customer whom he, without losing his temper, had successfully waited upon under exceedingly vexing circumstances.

The Secret of His Success.

On leaving to accept the new position, one of his fellow-salesmen asked him how he accounted for his remarkable ability to effect sales.

Promptly came the reply: "The great majority of salespeople lack tact, enthusiasm, and sympathy with customers."

A great many high-saleried traveling salesmen, and nearly all of the most successful retail merchants in the country, have themselves been behind the counter. There is no better place to get a selling education.

CHAPTER XIX

Credit builds up business; truth builds up credit.

The fortune of a business house rests on the wisdom and courage of the credit man.

There are three vital branches—buying, selling, and credits.

The credit department, while last in the logical line-up, is first in real importance in the final analysis of the house's prosperity as a whole. The woods are full of salesmen—bright men who can argue and ably defend the right of the selling branch to claim paramountcy over the other two; and buyers are ever ready to fall back on the old axiom, "Goods well bought are half sold"; but in reality the credit department is the foundation stone upon which rests the prosperity of salesmen, buyers, and all.

A Railway Comparison.

These three great departments are so closely interlinked that perforce they must go forward, shoulder to shoulder, supporting one another. Like the engine, tender, and cars of a train, they must pull together. The engine hauls the train; the tender carries the coal and water with which to get up steam, and the cars bear the load. Each has its work to perform. The breaking of a coupling threatens disaster and means a standstill all around.

The object of a train of cars is to get somewhere with something. The something is its freight. A great business house is a commercial train in charge of engineer and conductor.

The Salesman An Engineer.

Somewhere in a book on salesmanship I have seen the salesman described as the engine, steam, coal, and the whole paraphernalia. Not so. The salesman is just the engineer furnishing the force. The buyer is the tender supplying the material. The credit man is the car that carries the load. The track is its trade.

The real object of the entire outfit is the load. In business the load is its credits. Credits properly made mean profits and salaries. The credit man is the conductor of the train. The best thing the salesman can do if he wants to get aboard is to keep near the cars.

Credit men are the commercial conductors, and salesmen are the commercial engineers; there you have it right.

Every salesman should seek to establish a close friendly relationship with the credit man of his house. The man who thinks he can get along well enough by himself makes a great mistake, encountering many pitfalls that could easily have been avoided by advising with his credit man. In the end he must do that anyway, for no sale is final until it passes the credit department. The salesman who thinks he could get along very nicely if it were not for the "old man" at the desk would get along a great deal better if he took him entirely into his confidence and freely sought his advice concerning his trade.

Can Give Valuable Ratings.

In turn, information to the credit man from the salesman, under ordinary conditions, is peculiarly valuable. The salesman is posted as is no one else, by frequent visits, knows the buyers' strong and weak points, the general condition of trade in the towns and surrounding country, and, if shrewd, can intuitively sense the hazard of an account from actual contact with all conditions surrounding it. If a salesman reports his opinion of each risk assumed by the house on his territory, it does not take long to tell the value of his observations and whether he possesses the capacity of giving a dependable rating.

The credit man, like the salesman, must know more of a man than he knows himself.

The two classes of men resemble each other in the delicacy and the onerousness of the duty they have to perform in reading the signs of the coming stoppage of an account.

No salesman, however efficient in other respects, who saddles his firm with uncollectable or troublesome accounts, can hope to succeed in the long run. He is a source of loss instead of a medium of profit.

The First Judge of Credits.

In reality, the salesman is the first judge of credits for his house. No matter what fate may attend his choice of accounts, when they reach the credit man the first selection is entirely in his hands. If he is bent on rolling up sales at any hazard more than to the more important work of carefully picking his way and keeping the credit department posted on the changing complexion of his customers' affairs, he will find himself continually in hot water. He is the first judge of credits in every transaction. The credit man may exercise supervision, may accept or reject his orders, but he depends upon the salesman's judgment more than any other source of information, and looks to him as the man on the ground.

Exercise your discretion to the best of your ability, and where the slightest doubt exists as to a basis for credit, tell the credit man all about it. Many salesmen, like the ostrich that hides his head in the sand, point only to the bright side, in the blind hope that the other side will not be detected. One thing is certain where this is practised: if the credit man is unable to verify the negative side, accepting the salesman's report, and ship the goods, sooner or later the telltale truth will come out in the ledger. "Be sure your sin will find you out"; there is no escaping that ledger in its work of separating the sheep from the goats. Then it is that the salesman's weakness is discovered and his measure taken.

Poor Credits Betray Themselves.

The shrewdest and most experienced make mistakes, but picking good accounts means a great many things to be avoided as well as accomplished. A general warning for over-zealous salesmen, and especially for the young salesmen, may be sounded in the statement that poor credits always betray themselves to the close observer in some manner or other, and to avoid unpleasant complications the result of such observations should always accompany the order. Better still, leave the "lame ducks" for the other fellow. There is no sport to the real sportsman in taking a crack at a winged bird simply to bag the game. Go after the good accounts; there are plenty of these on every man's territory.

When an account that has once been good begins to go the other way, do all you can to preserve it by proper nursing, helpful suggestions, and accurate information to the credit department. Remember that the very existence of your house rests on the ability of its credit man to know the assets of his customers, the condition of their business, the chances of being willing and able to pay. With his experienced eye and mind he can foresee a coming crash long before the man most interested. He can see the faults of loca-

tion, of stock, of character of the man. In refusing credit he often renders a service to the prospective customer, but it is seldom appreciated. Now and then a merchant is wise enough to take advantage of the candid opinion of an outsider and curtail rather than increase his liabilities. Usually he is not.

Helping the Customer.

On the other hand, the credit man, by extending credit, often puts heart into a struggling man and makes his success certain. A mark of confidence from one whose judgment is considered good is enough to strengthen a merchant's belief in himself, shaken, perhaps, by unexpected experiences.

When you are tempted to inwardly curse the credit man for "sitting on orders," try to figure out, if you can, that you have no one but yourself to blame for your disappointment. Orders "held up" in the office form two classes —those that are "N.G.," and those that require the most rigid inspection. The latter frequently receive the approval of the credit man and are "passed out" as soon as he is satisfied from all points of the compass that no real risk is involved. The delay in shipment often rests with the salesman for not having furnished a correct statement with the order. Remember, the credit man must make no mistakes. There is no department of the establishment where a blunder may prove so costly. He must not reject a good customer or approve a bad one. He must use tact in ascertaining the truth and in stating it. The future of the house rests on his wisdom and courage. A credit man can no more make mistakes without discovery than a train despatcher can. He cannot begin over again like a salesman or buyer; he must do perfect work every time. He cannot sink his personality in mechanical performance of duty; his personality is the essential part of his equipment for work.

(To be continued.)

Tenders will be received up to October 27 for the construction of a three-storey building at Yarmouth, N.S., for the Young Men's Christian Association.

PRESTIGE.

Prestige is defined as the influence which arises from reputation. That being the case, it naturally follows that anything which effectively spreads a firm's good reputation is a direct aid to prestige. Most travelers prefer to work for a firm which has prestige with the trade. The very weight of a name often helps a good deal. All concerns which persistently advertise in a good trade newspaper have more or less of prestige with the trade; because the fact that a firm persistently advertises is convincing evidence to the retailer of that firm's progressiveness and prominence in the trade. No use talking; live trade newspaper advertising, does tend to make the travelers' path easier to tread!

HARDWARE TRADE GOSSIP

Ontario.

Jasper Nicholson, hardware merchant, Goderich, has made an assignment.

W. E. Strangways, hardware merchant, Beeton, has disposed of his business to W. J. Bell.

R. Sermon, of the Canada Paint Co., Toronto, has been on a hunting trip to Muskoka.

The hardware establishment of R. H. Smart, Brockville, was entered on November 3 by burglars, and three revolvers secured.

Charles Bailey, a son of Daniel Bailey, hardware merchant, Guelph, fell 25 feet from an apple tree and suffered serious internal injuries.

Bert Flemming, a clerk in Allan & McKenzie's hardware store, Galt, was operated upon recently for appendicitis and is progressing favorably.

Follis & Tortellor's hardware store, Port Arthur, was entered by burglars on November 2 and about $200 worth of firearms and ammunition taken.

Pittman Scharf, of the hardware firm of Richaur & Scharf, Carp, was struck and instantly killed a few days ago by a G.T.R. passenger train at a crossing.

The fire at McDougall Chutes last week did not do damage to the George Taylor Hardware Company's store as reported in the daily papers. Revillion Bros., however, suffered a loss of $5,000.

James Nichol, an employee of the Peter Hay Knife Company, Galt, was presented with a clock, a silver berry spoon and a cold meat fork by his fellow workmen on the occasion of his recent marriage.

Burglars broke into the store of the Humphrey Bicycle & Hardware Co., 364 Queen Street, Toronto, the other night but were frightened away by the timely arrival of an employee. They decamped with only two revolvers.

Congratulations are in order to James G. Lorriman, sales manager of the Metal Shingle & Siding Company, Preston, and formerly associate editor of Hardware and Metal. Mr. Lorriman will be married at Brantford next Wednesday.

H. J. Millman, who has been six years superintendent of the Brantford Screw Works, was presented by the employees with a gold chain and seal on the occasion of his severing his connection with the firm. Mr. Millman has accepted a position with another company.

The Dominion Wire Manufacturing Company, Montreal, who have been maintaining a warehouse in Toronto, intend closing this and establishing in its stead a Toronto branch office. The change will not take place until the end of November.

A disastrous fire swept over Pembroke on Tuesday night, starting in the National Manufacturing Company's plant, which was situated in a three-storey brick building near the edge of the Ottawa River. The company manufactures scales, cream separators, etc., employing 50 men, and valued at $100,000. The loss of this plant is said to be complete.

Quebec.

J. F. Munro, of La Tuque, Que., has been a visitor to Montreal.

F. Giddings, of Granby, Que., has been visiting Montreal hardware circles.

Robert Munro, of the Canada Paint Co., Montreal, has returned from a trip to Winnipeg.

J. Pearson, of the Asbestos & Asbestic Co., Asbestos, Que., has been visiting Montreal.

The Sherwin-Williams Paint Company's travelers meet in convention at Montreal on Nov. 18th.

J. R. Ball, of the Dominion Snath Company, Waterville, Que., has been paying a business visit to Montreal.

M. J. McLaughlin, of the United States Steel Products Export Co., Montreal, has been visiting Quebec on business.

Alex. Ramsay, of A. Ramsay & Son Co., Montreal, has been re-elected president of the Canadian branch of the Royal Caledonian Curling Club.

F. Heaven, who has been in Canada during the Summer representing T. S. Hall, general plate, iron and steel worker, of Bristol, has returned to England after a thorough investigation of conditions here. Mr. Heaven thinks there is plenty of prospects here for English firms, but they must conform with home requirements and not try to force their own styles upon the markets here.

Maritime Provinces.

The Rigby Hardware Co., Hartland, N.B., will apply for incorporation, with a capital stock of $5,000.

Western Canada

The glass factory of Humphrey Bros., at Trenton, N.S., was destroyed by fire last week.

The hardware store of Arthur Latham, Moose Jaw, has been extended and greatly improved.

The Pioneer Hardware Co., Wilkie, Sask., have recently made improvements to their store front.

Skelton & Co., hardware dealers, Presaylon, Sask., have sold their business.

Wm. Manders, of Bradwell, Sask., is advertising his hardware business for sale.

The large store of the Scott Hardware Co. was opened at Wilkie, Sask., recently.

Wm. Dickson, hardware merchant, Gainsboro, Sask., paid a business visit recently to Brandon.

J. H. Buchanan, formerly of Galt and Woodstock, has bought the hardware business of G. K. Smith, Moose Jaw.

McLeod & Pirce, Fillmore, Sask., have sold the hardware department of their department store to Turnball & Armstrong.

Charles Herring, late of Lethbridge, Alta., will go into the hardware business at Granum, where he is erecting a suitable building.

Wm. George Norris, lately passed away in Victoria, B.C., at the age of 90 years. He was for a number of years engaged in the hardware business in that city.

H. B. Morley, of Vancouver, has bought the hardware business of Armstrong & Leverington, Armstrong, B.C. Mr. Armstrong will take up fruit farming and Mr. Leverington will devote his attention to his real estate interests.

Seasonable Window Displays

GET READY FOR HOLIDAYS.

Immediately after finishing the Thanksgiving display, it is well to begin on the Christmas work. In the large department stores the work is mapped out and begun in the dull months of summer so that long before December the backgrounds, scenic effects, mechanical displays, etc., are all complete, and all that remains to be done is to put them in the windows and place the merchandise.

In the smaller stores, specialty houses, etc., this is not the case and it is for such houses principally that the many special appliances for Christmas displays are placed on the market. That they are a great help to the trimmer who has only a limited space to work in, and a still more limited time in which to trim, is not questioned by the up-to-date merchant.

Foremost among the Christmas accessories, of course, are Santa Claus decorations of various sorts. The newest among them is a Santa Claus reindeer sledge, made of papier mache in bas relief. It is eight feet long and two feet high, and makes an excellent background piece or can be used in any manner the ingenuity of the trimmer suggests. Another good piece is a Santa Claus of papier mache, five feet high and perfectly formed.

In addition to the items mentioned there are hundreds of Christmas accessories that are time-savers for the window trimmer, and that add materially to the individuality of the display. Papier mache, while not new in itself, is probably the newest idea for backgrounds and other window accessories. It is made in a variety of designs that are handsome and some of them original. Up to the present time designs of this kind have been made of plaster paris, which is easily broken, quickly soiled and difficult to put in place. Carved wooden designs were used to some extent, but they were heavy as well as costly. Where plain wood was sawed out and then laboriously covered with some cloth material the task was doubly arduous. Papier mache has superseded these materials to a very great extent, for its uses are manifold. Strength is given to it, and it is prevented from warping by having steel wire embedded in it, while it is being made.

One thing that is greatly in favor of papier mache for the small retailer is that after you have only one piece of it you can make others from that piece. Use the piece you buy as a model and from it make a plaster of paris mold. Then take coarse strawboard or paper and tear it into pieces about two inches square, then make a quantity of boiled paste and soak the paper in it. Then prepare your mold by shellacing inside of it and then soaking it with soft castile soap. Fit the small pieces of paper neatly around the inside of the mold as thick as you wish the papier mache to be, and then allow it to dry in a hot room.

HUNTING SCENE AT PETERBORO.

One of the finest displays of hunting goods seen this fall is that shown by the Peterboro Hardware Co. last week and illustrated in the accompanying engraving. As will be seen, the window is a large one and the trimmer has constructed a realistic display by utilizing a log, some shrubbery and some leaves secured from a nearby woods. The tent and camp fire, the pot and frying pan, and the table made of ammunition boxes, with its camp dishes, the camp axe, revolver and belt resting on the log, the deer's head appearing above the shrubbery and the small animal beside the log are all features of a well-arranged display, which, we are informed, attracted a lot of attention and drew a good deal of trade to the store.

A Hunting Goods Display That Attracted Attention and Sold Goods.

PREPARE FOR THE HOLIDAYS.

Holiday goods are being displayed and advertised everywhere, and those who know what it means to be over-rushed by the late arrival of their goods are busy with the details necessary to a timely arrangement to meet every de-

mand. The field for the selection of holiday presents is rich, and will afford every opportunity to fill the wants of their trade to the perfect satisfaction of all. The practical man knows that his customers have tastes along certain lines. He knows how to meet those tastes and desires. There are some people who are undecided as to what they would like to buy for the Christmas holidays. Here is the opportunity for the exercise of his ingenuity and business judgment. He knows how to select an ample stock and how to best dispose of it while the inspiration of the occasion is at its full tide. There will be little danger of overstocking for the holidays, if the selections are properly made and wisely manipulated in time. Besides the rich harvest that may be had from the demands in force, there are great possibilities for creating new demands by ingenious advertising devices and by personal presentation of special attractions. The high degree of prosperity that the people of the entire country enjoy at this season is unprecedented in our history, and money will be spent lavishly if the proper inducements are held out appealing to the tastes and desires of the people in the proper way. The new attractions are innumerable and reasonable in price, thus affording unlimited scope to the live merchant for the gratification of every condition and desire.

Shooting Season Trim at Barrie.

FLOAT OF DISSTON'S TOOLS.

Another fine-looking float arranged by Henry Disston & Sons in the recent Founders' Industrial Parade at Philadelphia, is shown in the accompanying picture. The arrangement suggests ideas for window trims as well as for parades and will be appreciated by dealers who wish to make a display of this class of goods.

Float of Disston's Files and Tools Recently Shown at Philadelphia.

SPORTING WINDOW AT BARRIE.

H. H. Otton & Son, Barrie, have been doing some fine window dressing recently, the work of K. G. Dreyer, who is earning a wide reputation for originality in this line.

The display shown in the accompanying illustration was the means of securing considerable attention, the local papers giving a description of it.

As will be noticed, the figures of an Indian in buckskin and two bears were the central features, with the head of a buck in the background, while the nose of a doe can also be seen through the evergreens on the side. The floor of the window was covered with spruce branches to represent the woods. The corner posts of the window were made into imitation trees by cut slabs being attached to them. Branches were hung from these trees and the figures of hawks, an owl and several squirrels were perched on the limbs. The background was made of evergreen, above which hang appropriate signs.

Mr. Dreyer writes that the window has paid for the extra effort put into it several times over.

Malcolm McIntyre, dwelling, $2,000; Fred Drake, dwelling, $1,600, and J. J. Devlin, dwelling, $1,900, recently received building permits at Peterboro.

Architect Sait is preparing plans for five new houses which W. M. Minthorne will erect at New Westminster, B.C. Construction work will be commenced shortly.

A memorial tower in commemoration of the one hundred and fiftieth anniversary of the establishment of parliamentary institutions in Nova Scotia, is being built at Halifax.

HARDWARE AND METAL

Established . . . 1868

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

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THE SPIRIT OF THANKSGIVING.

The sense of gratitude which in all well ordered minds and communities is ever present, should especially manifest itself on the day which the nation sets apart for returning thanks to The Giver of All Good, for the many blessings of the year.

Canadians, individually and collectively, have every reason to feel grateful for the measure of prosperity and happiness which they enjoy. In no other land at this season are social and industrial conditions more favorable, nor prospects more reassuring. True, we have come through a period of a few months in which there was depression in some lines and the feeling regarding the future was not overconfident; but the clouds have passed and an optimistic spirit once more prevails. There is no longer doubt, hesitancy or delay. Everything in the industrial and commercial world is again swinging in the direction of a prosperity and progressiveness that have characterized Canadian conditions generally for the last decade save for the few brief months when we stood shivering on the brink. Comparatively speaking, we have experienced no depression or stringency when the actual state of affairs in other countries has been revealed. Canada is not a land of extremes either in the way of massed wealth or conjested poverty, for which we should be thankful. This order of things has enabled us to withstand many temptations and to safely pass many a pitfall and snare. Great national undertakings to-day proclaim unbounded faith and confidence in the future. The temporary cessation in factory activity and the lull in mercantile life are vanishing and evidences of industrial revival are presented on every hand. A bountiful western harvest has materially contributed to a supreme trust in the future, increased buying, renewed activity and resumption of operations in every line. Business men, who, for a time, halted, are once more in step. Self reliance has replaced distrust and the vitalizing effect is felt in every vein of our commercial being. Hopeful in spirit, buoyant in disposition, and glowing in the full strength of financial health, the future is inviting and prospects were never more pleasing. On the eve of Thanksgiving Day, 1908, we find ourselves as citizens and business men in a pleasant frame of mind and, let us hope, in an appreciative and grateful mood.

In changing the day for national thanksgiving from a Thursday to a Monday the Federal authorities have shown proper and considerate regard for the great army of travelers, the nature of whose calling takes them away from their families many weeks and months in the year. These industrious representatives of Canada's great mercantile and manufacturing interests are now able to spend the day around their own firesides, surrounded by those nearest and dearest to them. The spirit of true thanksgiving has thus been fostered in thousands of Canadian homes, and we trust the expression of gratitude will not be lost sight of but may manifest itself in generous thoughts, worthy acts and kindly deeds.

CASH MERCHANDIZING.

The fact that within the space of a comparatively few years a Canadian merchant had been able to amass such a fortune that at his death the province would gain through succession duties from his estate nearly half a million dollars is significant, to say the least, and is worth some consideration by merchants who are engaged in the making of a fortune, or if not that, gaining a competence.

The late Timothy Eaton is referred to in the above sentence. It was he who left an estate valued at $5,250,000, all the result of his operations in the retail field in Toronto.

The success of this merchant was due to the fact that he conducted an absolutely cash business. It was his pet theory that this method was the correct one, and he lived to demonstrate the soundness of that theory. "We sell for cash," is kept continually before Eaton's customers. It is reiterated every day in every advertisement, in every catalogue or circular they put out. "Because we sell for cash, and do not give credit, we can buy for cash, and can save you money"; is day in and day out the sum and substance of Eaton's advertising campaign.

Does not this impress one as a reasonable appeal to make? As a matter of fact, it is one which cannot be controverted. Everyone knows that the man who sells for cash has money in hand. He can always take advantage of market conditions, or he can buy any line that is offered cheap. And because he pays cash, the wholesaler and manufacturer is always ready to let him know when they have goods that they are willing to part with at a reduced price.

Not only can he give those values that bring trade to his store, but he can make a fair profit out of the transaction. And, besides, his office makes a considerable profit out of the discounts his cash purchases earn.

The advantages of selling for cash are equally clear. Not only has the man who sells for cash turned the goods sold into ready money each day, but there are many times when he actually gets the purchase money and the profit out of the goods before the payment becomes due, and he has the use of that much more extra capital.

Intelligent customers of a retail store are not slow to appreciate the reasonableness of the statement that because a store sells for cash it is in a position to give better values, other things being equal, and it is safe to say that this conviction helps the mail order business more than any other factor. The people who send in mail orders reason that the stores that buy and sell for cash can do business cheaper than is possible for the stores that give credit. When a merchant gives credit it increases his expenses in many directions, and he has to mark a higher profit on the goods he sells in order to carry his credit customers. Now, the man who pays ready cash feels that this is not the square deal, and he very naturally objects to the paying of part of his neighbors' debts. Therefore, he does his trading with the house that buys and sells for cash.

It is the modern merchandizing method, and evidences are not lacking that merchants throughout Canada are ap-

preciating more fully the desirability of its adoption and practice.

No hard and fast rule can be adopted, of course, and local conditions do not always favor a cash system, but this is undoubtedly the tendency, and the successful merchant of the future will be the man who sells for cash.

THE METAL SITUATION.

The most noticeable feature of the metal situation during the month of October was the strengthening tone shown in copper. Opening weakly at $13.25 New York, and £59 12s. 6d. London, the metal about the 21st made a decided advance under the influence of a better consumptive demand—which in turn created a more pronounced speculative movement—and maintaining strength closed strongly, compared with opening figures, at $13.50 and £61 16s. 3d. This rally in legitimate buying was not continued long, but in the sensitive state of the markets it was sufficient to enable producers to maintain the higher figures to the end. The "any-day coming" demand revival has been so persistently dangled before the metal world that the slightest improvement in consumption is sufficient to stimulate speculation. As was only to be expected, therefore, London was very willing to start manipulation on the better movement cabled from New York.

Tin during the month jumped up and down in a manner peculiarly its own, and closed stronger than the opening figures, the quotations being £136 5s. London, and $30.25 New York, compared with £134 5s., and $29.55. Undoubtedly the tendency of tin during the latter part of the month was towards increased strength. The metal is held in such strong hands that it is difficult in these days to estimate the real strength of consumption, but there appears to have been a much better purchasing movement with stronger inquiry.

Spelter displayed considerable firmness, all things considered and although it dropped during the early days of the month, it afterwards showed an advance both in London and St. Louis. The opening figures were £19 16s., and $4.62½, compared with £20 and $4.75 at the close. The St. Louis market was strongly held, and there was some doubt as to whether the advance was not due more to speculation than to improved consumption. Undoubtedly the demand became stronger in England, and but for accumulated stocks, figures would have been higher. Lead opened at £13 7s 6d, and closed around £13 8s 9d. The market appears to have been stronger than these quotations would credit, although not a great deal of confidence was held in the metal.

Pig iron in the Old Country became weaker in the latter part of the month, which was only to be expected after such a fine record, but finished steel prices not only maintained their position, but improved. The iron and steel markets in the States, after opening weak and dull, closed with general activity much more pronounced.

RATHER ANNOYING.

A Canadian special delivery stamp on a letter addressed to a point in the United States, or a United States special delivery stamp on a letter mailed in the latter country for Canada does not insure its quick delivery. It is delivered as if it had only an ordinary 2c stamp affixed.

There have been some specific instances lately where lack of knowledge in this respect has caused delay and annoyance to business men.

To ensure special delivery of a letter mailed in one country for delivery in the other, the envelope must bear the special stamp of the country to which it is sent. To procure this stamp is not always either easy or convenient.

This is a matter which should receive attention from the Post Office Department of the two countries. If a 2-cent stamp insures a letter being delivered in either country in the ordinary way, why should not the special delivery privileges be accorded to a letter when the special delivery stamp of the country from which it is sent is attached ?

CEMENT CONSTRUCTION POPULAR

The past year has been a most successful one in the annals of the cement industry. In the progress of industrial evolution, we find concrete occupying a stronger and more prominent position and gaining rapidly in public favor for structural and economic reasons.

When we realize that this has come about in spite of the inertia of the building interests, long schooled in the use, and prejudiced in favor of the older and better known materials of construction, and in spite of the intelligent, tireless and liberal opposition of rival material interests, we can begin to form some idea of the still more important part Portland cement is destined to play in the future.

Problems arising from the waste of money in perishable construction, together with the growing scarcity and consequent increase in the price of lumber, all point to the more extensive use of cement.

As a result of experience, research and experimental work, the principles of concrete construction are more firmly established and better known in consequence of which engineers and architects are using it with more confidence and freedom and constantly broadening application, which nothing can check except ignorance and avarice on the part of contractors who may cheapen their work in an endeavor to secure greater profits.

RANGE PEDLARS ROUTED.

Canadian stove manufacturers and dealers can learn much from the methods used by the New England Stove Manufacturers' Association. As soon as some western steel range peddlers made their appearance in New England there appeared as promptly in the local papers advertisements of caution to housewives not to make trades of cooking apparatus when the signing of any papers were involved, and pointing out that local dealers could supply better stoves and ranges on better terms and prices and could more readily supply any needed repairs. In addition to this publicity in local papers, particularly in New Hampshire, circulars were mailed directly to the people. This is protection alike to the stove trade and the public, which results from an organized association.

The effect is that where in the past the peddlers have made long stops in thickly settled districts, they have this year found it unprofitable to linger, but have moved quickly from place to place making few sales. The stove trade in other sections who wish to procure copies of the literature used in this campaign of stove trade protection can doubtless secure it for similar use by addressing Secretary P. W. Elliott, 2 Winthrop Street, Boston, Mass.

The custom of range peddling is an old one, attended with disadvantages to the stove trade, and is not without some good, as it has aroused the manufacturers to protect the trade. This action calls for as vigorous effort on the part of stove dealers to canvass the localities to equip those kitchens which need it with a new range. Some more attractive methods than the simple display in a store should be adopted.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Tin—Advance to 33c.
Copper—Firmer.
Shellac—Advanced.

Toronto.

Tin—Advanced half a cent.
Copper—Strengthening.
Iron and Steel—Higher prices expected.
Pig Lead—Gone up ten cents.
Coiled Spring Wire—Ten cents higher.
Turpentine—May advance.

MONTREAL HARDWARE MARKETS

Montreal, Nov. 6.—Trade has become more settled again, and a healthier tone is apparent in the markets. There is a decided improvement in the movement of goods in all lines, especially cutlery and associated articles, and the various shipping staffs of the jobbing houses are having little time to waste. Forward buying continues to be of light description, everything ordered being wanted at once. Considering the consuming demand which has sprung up, stocks is dealers' hands must be very light. Travelers report prospects as good, especially in the holiday trade lines. The more seasonable weather experienced has helped them in pushing winter lines. Conditions in the Northwest are much brighter, but the full turn of the tide will not be experienced until the opening of the new year. In the East and Maritime Provinces conditions are likewise very favorable. As is only to be expected, with well filled barns and grain moving quickly, there is a much brighter tone observable among the agricultural community, which should certainly stimulate consumption in the near future.

General winter lines are going well for immediate delivery, and give promise of keeping up strength all the way along. Cutlery is also a good selling line, while household articles are showing stimulation. Builders' hardware has fallen off along with railroad supplies. Guns and ammunition are showing less strength, but other articles of sport are brightening up. Skates, for instance, are good sellers. Prices generally are firm and unchanged.

BUILDERS' HARDWARE — A quieter movement is apparent in builders' hardware, the local demand now showing the sagging noticed in the country call in the last week or two. Building will not, by any means, be at a standstill during the winter, as even now foundations are being put in, but general activity is now practically nearing the end. The markets continue firm.

SPORTING GOODS—Regular lines of guns and ammunition are quieter, and the other shooting accessories have followed suit. There has been a big sale of military rifles this season, and this to some extent must have interfered with the sale of the regular lines, but undoubtedly the farmer is being given a splendid chance of acquiring a good weapon at a low price. Ammunition for these rifles have been selling remarkably well. Skates are a strong line now, while hockey sticks are moving. Snowshoes, moccasins, sleds and toboggans, are displaying better life. Gymnastic lines are showing stimulation. Prices are generally unchanged.

WINTER LINES—Snow shovels, weather strip, sleigh bells, and sleigh heaters have been stimulated by the colder weather experienced, but the demand has not yet developed full seasonable strength. Horse blankets are moving in fair volume.

CUTLERY AND SILVERWARE—Thanksgiving preparations have helped to develop strength in carvers and table cutlery, and with the great holiday trade looming ahead, all lines are moving well. Carvers, in cases, pocketknives, knives, forks, and berry spoons, are in best demand.

STOVES AND RANGES—Stoves and ranges are moving better with the colder weather. Although conditions have been against the sale of these articles the aggregate of sales up to now is very satisfactory. Oil heaters and cookers are in fair request. Coal hods, ash sifters, and other heating accessories are in better demand again. Prices generally are firm and unchanged.

HOUSEHOLD UTENSILS — Food-chopping machines and cake makers have been stimulated in view of Thanksgiving Day. Carpet sweepers, sad irons, washing machines, wringers, brooms and mops are in better demand.

RAILROAD SUPPLIES — Railroad supplies are now showing but little strength. Hammers, picks, and blasting powder, are in chief request.

BOLTS AND NUTS—The demand is not quite so good again, although fair orders are going through. Prices are firm and unchanged. Nails are about at same strength, with prices unaltered.

LUMBERMEN'S SUPPLIES—There has been a stimulation in lumbermen's supplies. Operations are being actively pushed forward and the call should assume better strength from now on. Axes and axe handles are alone prominent.

KITCHEN GOODS — Enamelware continues to show improved strength. Orders are for immediate delivery, and are of a general assortment character. The Northwest is showing up well. Prices are unchanged.

SCREWS—The demand is fairly good, the best call being for the small sizes suitable for skates. We continue to quote discounts at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKET

November 6.—Jobbing houses report a splendid trade in October, the month showing a better total than September of this year or the corresponding month of a year ago. September was good in spots but October trade was more even and though mild weather hurt retail trade the jobbers were kept busy filling small orders which counted up to a big total. The outlook for November, too, is for a more active trade than for any month for over a year, the turn of the month and the coming of a spell of cold weather having livened up the first week materially. The rush of holiday trade and the low stocks in retailers' hands will, it is expected, be the means of keeping up a rush all through the present month. With Thanksgiving over there is now a clear road ahead for the holiday trade.

The demand for holiday goods is improving, cutlery and plated goods leading in volume. Jobbers' stocks, which were none too heavy, jobbers having followed the retailers' example of running along on light stocks, are already showing the effect of the holiday orders and some lines are now short. Careful retail buyers who have specified their requirements early are, of course, getting the best selection of goods.

The elections in the States being now over much speculation is taking place as to the probable effect on the hardware market. The general expectation is for a marked advance in raw material and possibly in wire, etc., but in the regular manufactured lines no changes of any account are likely. Coiled spring wire, which has been the subject of considerable cutting lately, going as low as $2.65, has been advanced to $2.75, this being the only change during the week.

HEATING AND LIGHTING GOODS—The cold weather of the past week has brought a host of telephone and telegraph orders for rush delivery of single and small lots of stoves and ranges. The indications are that many retailers are doing business on samples without carrying stock and when a customer is found the sample is sold and a new one ordered. Lighting goods, lanterns, etc., as well as household requirements such as coal hods, ash sifters, bake pans, meat choppers, kettles etc., are all selling freely.

WIRE—Coiled spring wire has been changed to $2.75 during the week, an advance of ten cents over the recent prices. Higher prices are looked for as a result of a strengthening of the metal markets following the elections in the States. Some heavy buying of

fence and barb wire was done a week ago by Canadian fence manufacturers, who placed orders for their season's requirements with American producers.

SPORTING GOODS—Shooting goods are falling off some but a good sorting trade is still reported. Jobbers are getting a fair business in skates, hockey sticks and similar lines, while gymnasium and basket ball supplies are also in demand.

CUTLERY AND SILVERWARE—These are probably the most active lines at present, as dealers are preparing for the holidays and are seeing that their stocks are in shape for the early buyers, who want a good selection.

BUILDERS' HARDWARE—Much finishing and inside work is being done, and a seasonable demand is reported.

WINTER LINES—A spell of cool weather has encouraged a better trade in weather strip, storm sash fasteners and hangers, latches, etc., while more attention is also being paid to horse blankets, stable fittings, sleigh bells and snow shovels.

HEAVY GOODS—Nails, screws, bolts and nuts are not in such heavy demand, but bar iron is quite active.

CAMP SUPPLIES—Lumbermen are not buying axes, handles, chain, etc., as freely as in other seasons but a good trade is, speaking generally, being done in the class of goods sold by dealers who make a specialty of catering to lumbermen, prospectors, etc. The early close of navigation, of course, is helping in the movement of these lines.

MONTREAL METAL MARKETS.

Montreal, Nov. 6.—With good trade going through the markets have been very firm all the week. Inquiries as to future deliveries are still a prominent feature, and there is no doubt that many consumers are but waiting to be satisfied that prices are at their lowest to buy much more heavily. The speculative element is simply waiting its opportunity. Many consumers are working on very low stocks, in some cases on practically no stocks at all, and the danger attached to this course is as obvious to them as it is to others. There will be no hesitation in filling up stocks when the proper time comes. The only fear is that a good many may miss the proper time, and will have to buy when the markets have to a point, run away from them.

Tin has continued to be a strong seller, and this, combined with the strength of the primary markets, brought about an advance in prices, the metal being now quoted for ordinary jobbing lots at 33c. The other metals are unchanged, although very firm. Copper has been moving well, while inquiries are very promising. Lead is in better demand than it was, the steadiness in price having probably something to do with this. Spelter is in fair request, while pig iron is active, not only in home production but in imported. Generally, the situation seems to be an improving one, and if the rally in consumption occurs in the States as was promised after the election it will have a good influence upon the home markets. A strong buying movement in the States would help a similar movement here.

The primary markets have been displaying very great strength, mostly due to speculation consequent upon the Presidential election. A strong bulling movement occurred in tin, although it is only fair to say that there has been more inquiry and interest in the metal than has been the case for some time past. Copper continued to advance steadily both London and New York. It is not safe to place too much dependence upon these metals just at present. A period of speculation is bound to intervene, but when the country has settled down and digested the election a much closer view can be taken of the markets. Spelter has maintained strength both in London and St. Louis, while lead touched a higher figure than has been noticed for some weeks past. Altogether, the markets have displayed a much firmer tone, especially so in tin, but it is wise to discount much this owing to the speculation that has been going on. The copper market especially has been buoyed up with the impression that once the election was over, a strong consuming demand would break in. It is to be hoped that these impressions will become actual facts.

PIG IRON—The local market is firm and unchanged. Good supplies of imported pig are being received by steamer and distributed freely to consumers. Canadian furnaces are busy and it is expected that they will continue to be so. They are in a better position to keep up a steady supply during the winter months than in the case of iron from abroad. We continue to quote: Middlesboro No. 3, $18.50 to $19; Summerlee No. 2, $20 for carload lots, shaded 25c for 100 tons or over.

In the States the general foundry trade does not seem to have made great improvement, but in special lines good business continues to be done. English conditions are not so satisfactory, but business still remains heavy. The break-up of the German pig iron syndicate is expected to do much harm. However, Cleveland warrants keep up well, being now quoted at 48s. 9d., an advance of 5d. on last figures. The call for good Scotch brands continues fair. The demand for semi-finished and finished steel is good, with the prospect of continuing so for some time to come. This means fair business in steel making pig iron.

TIN—Tin continues to be probably the best seller locally, and some good orders have gone through this week. Inquiries have also been prominent. The high prices ruling in the primary markets, combined with the good call here, have advanced figures for ordinary jobbing lots and we now quote 33c. Tin in the primary markets has had a sharp advance. Undoubtedly the markets have been very strong for some time, with better purchasing and closer inquiries. Buyers have found it very difficult to negotiate futures and comparatively few orders have been placed ahead. With this and the speculation consequent upon the Presidential election, we have the causes for the sharp advance that has taken place in tin. The future of tin, like that of the other metal, depends upon the rally in the consumptive demand in the States.

COPPER—Orders have been good with a better inquiry as to future deliveries. Unlike tin, however, there has been no increase in prices, although the market is very firm for the time being. The primary markets have advanced strongly, London showing keen interest in the recent buying improvement noted in New York. There seems to be considerable doubt, however, whether within the last two or three days the consumption has been so good as the firmness of the market would credit. Inquiries as to future deliveries undoubtedly have been numerous but the strength of the consumption is not so apparent. Great confidence has been placed in the copper situation by producers and sellers who have been very shy, especially on future commitments. Everything apparently depends upon the state of business now the election is over. If the long-hoped-for rally comes, then the markets will advance, but if no improvement takes place then the markets will have to face a reaction.

SPELTER—Fair orders are going through at the unchanged figures of $5.25. The primary markets are showing considerable strength. The galvanizing trade has improved in the Old Country, and the metal looks as if it would be in strong demand for the rest of the year. The St. Louis prices appear to be more speculative, but the figures are strongly held.

LEAD—The English market has maintained strength with the result that local figures are firm. Orders are of fair strength, while inquiries are more numerous than they were. We continue to quote imported pig at $3.60.

OLD METALS—There is no change to note in the markets as yet, but if the primary markets maintain strength, there should be an advance shortly. We quote. Heavy copper and wire 11c; light copper, 10¼c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $12; No. 2 cast, $9.

TORONTO METAL MARKET.

Toronto, Nov. 6.—The elections across the border are over and what result they will have on the metal market is as yet only problematic. To be sure speculators recognizing how uninteresting and unprofitable has been the market for months past may bring on a movement to force higher prices. The producers are against carrying this too far, knowing that a reaction is liable to set in and eventually conditions would be as bad as before. There is bound, however, to be a stronger market after the Presidential contest and this will help to enliven things a bit. An incident of more than passing in-

terest is recorded in that a Toronto buyer offered, during the last week, to place an order for 1,000 tons of galvanized sheets for spring delivery, at present quotations. The offer was refused and a considerable advance demanded.

Prices for pig iron have been low, caused, it is said, by one concern selling from stock to raise capital. The market is so uninviting just now that the furnace at Londonderry continues out of blast. On the other hand, the Deseronto Iron Co.'s smelter which was burned down some months ago, is being rebuilt. The company expect to have the works in full operation in April.

Another feature is that Canadians closed last week, contracts with American producers for 30,000 tons of wire. This stock will be used principally by wire fence manufacturers and other concerns getting ready for spring goods.

PIG IRON—So far there has been no alteration in price except the advance on freight following the close of navigation, but there is a feeling that something may happen in a few days. The quotations are: No. 3 Middlesboro, $21; No. 1 Cleveland, $20.50; and No. 2 Canadian foundry nominally at $18.75. Sales have, however, been made recently at as low as $17.

COPPER—The tone abroad continues strong. Consumers in America having held off for some time have had to enter the market for their November requirements and this is giving the market a firmer tone. Locally, there is a good demand and stocks are only moderate. It is believed that the election being over large orders will now be given across the border by railways and other ultimate consumers. The firmness in the copper situation is likely to continue. The quotation for casting ingots is $14.50.

TIN—This is a stronger seller and the outlook is good. The market locally is steady. It is quoted at $32.50. The future is a little unsettled and nothing definite can be predicted just yet.

LEAD—This metal is firm with a tendency to become stronger. Quotations are slightly higher, there being an advance of 10 cents per cwt. from $3.75 to $3.85.

SPELTER—The condition of affairs is firm and unchanged and there is no change in prices. We quote $5.25 for foreign and$6.50 for sheet zinc.

SHEETS AND PLATES—A good trade has been done so far and the prices of last week still hold good.

OLD MATERIALS—Really very little doing and no alteration in figures. Locally the state of things is decidedly quiet.

U. S. METAL TRADES.

New York, Nov. 3.—The Iron Age says: It is yet too early to measure the effect of the election upon the iron and allied industries which must, of course, participate in the fruits of the encouragement of enterprise in all directions which is generally expected to follow. That consumption of iron and metals will increase is conceded by all, and that buying for the future and for stocking up may develop in considerable proportions is expected by many. In those branches in which low prices have been ruling an almost violent buying movement may develop. There are some indications of it in pig iron. In other branches, including almost the entire series of finished products in which prices have been more or less successfully maintained during the last year, there is little inducement to anticipate future requirements because no advances are expected, and because there is little danger of delays in deliveries during the winter months. The country is bare of stocks, it is true, but manufacturers are in a position to quickly respond to any call for additional goods.

We had occasion to call attention to the fact that in certain districts some large buying had developed in anticipation of the election. It appears now that a good deal of this buying was tempted by concessions, but that it was followed by further sales of magnitude since our last report, at a somewhat better range of prices.

Chicago reports an active market for pig iron, with sales aggregating about 50,000 tons, which includes one block of 20,000 tons for shipment through the first half, to an agricultural implement interest. Cincinnati estimates that the amount of iron sold through that market footed up 75,000 tons. There has been some good selling in New England and in the Buffalo district. Our Cleveland correspondent notes sales in that district during the week of about 40,000 tons of foundry iron, with large inquiries pending, among which is one for 27,000 tons from a pipe shop. Pittsburgh reports a number of transactions in pig iron, of which the largest authentic sale comprised 10 000 tons of basic for St. Louis delivery, but rumors credited a large local steel company with purchases of 30,000 to 40 000 tons of basic in addition to contracts previously made.

LIGHT WEIGHT SKATES.

"What do you think of the prospects for a good season in the skate line?"

"Well," replied the dealer, "I never worry about that. They say you can't tell just what weather Providence will sort out; that it may be an old-timer with icicles hanging to the stove pipes or spring floods in the valley from Christmas on, but I have yet to find, in fifty years in this here burg, a winter that there wasn't a good spell of skating—or a winter that we've not been short on our skate stock. Why, when I started in it was the old wooden-top rocker. I remember them well, and the crinoline skirts the girls wore. Those were the great days. There weren't any rinks outside the river and Ganger's pond on the lee side of that hill over there. And there wasn't any admission charged either place."

He picked up a travelers' sample of the Automobile Skate, made by the Canada Cycle & Motor Company and examined it closely. "Seems pretty light?" he remarked, inquiringly.

"Could be made lighter, and yet be stronger than most skates," replied the traveler. "That top is made of an aluminum alloy—the lightest and toughest metal yet discovered. The blade is manufactured from nickle steel, which composition is used in cases where the strongest of that strong, pure metal fails to stand the strain of wear or shock. The blade and the top are thoroughly tested by experts at the factory before being plated and assembled. This is also done by the company in its other all steel lines, the "Cycle" skates.

"What is the object of a light skate? Well, figure it out this way: Every side of a skate, takes you forward something over four feet while the other skate is lifted and held above the ice. Suppose a person goes ten miles around a rink, which distance is easily covered by most any one skating to music. He has covered 52,800 feet and lifted either one skate or the other 13,200 times. We say that the Automobile Skate is. at the lowest figure, six ounces lighter than any other made. Figuring that out we find that he has actually lifted 4,888 pounds less than he would were he using any other skates.

"Now, how's that for the Automobile Skate? It's going some on speed without fatigue."

"It's a darn good argument," added the dealer.

ALBERTA'S NEW ASSOCIATION.

A. T. Linton, of Linton & Hall, Calgary, Secy. of the new Alberta Hardware Merchants' Association, recently returned from a holiday trip to the Pacific Coast and informs Hardware and Metal that some time before New Years representatives of the temporary executive of the new association will visit Edmonton to enlist the co-operation of the hardwaremen in the northern part of the Province in completing the organization of the association. Early in the new year a provincial convention will likely be held.

It will be remembered that a meeting was held during the Dominion Exhibition at Calgary and the initiative towards organization was taken by a good representation of the trade from various places in Southern Alberta. At this meeting the following temporary officers were chosen:—President, John Drewe, J. H. Ashdown Hardware Co., Calgary; 1st Vice-President, Ray L. Gaetz, Red Deer; 2nd Vice-President, J. Dowcett, Edmonton; Secretary-Treasurer, A. T. Linton, Calgary; Executive—L. W. Kribs, Frank; Charles W. Marshall, Nanton; W. G. Stafford, Lethbridge; A. E. Clemens, Sedgwick, and C. W. Hislop, Carstairs.

Trade News From Pacific to Atlantic

British Columbia

Slack Coal Waste to be Utilized—Large Cold Storage Warehouse at Victoria —Several New Companies.

VANCOUVER.

October 31.—The Western Oil & Supply Company, which has acted as sole representatives here of John Callahan & Co., of Chicago, and Seattle, manufacturers of the Magic boiler compound, have found business so good that a branch plant will be installed on Burrard Inlet.

The Blue Funnel liner which will arrive next week will bring 2,500 tons of steel rails to be used in the construction of the new line of the B. C. Electric Railway Company to Chilliwack. The last shipment was 2,000 tons.

J. J. McDonald and C. M. Boulter, proprietors of the Burrard Woodworking Factory, are proceeding with the erection of a new building and the instalation of a greatly improved plant. The structure will be 40x60 feet, two storeys in height. The plant will comprise every piece of machinery requisite to woodworking in all its branches, such as sash and doors, furniture, bench work, stairs, etc.

A steady business is reported generally. Hardware for household purposes is in good demand, consequent upon the continued building.

Permits for the week totalled $37,020, a rather small amount in comparison to some of the other weeks, but it is expected that the total for the month will be one of the records.

The Vancouver Briquette Coal Company, to utilize the commercially valuless slack coal by means of a chemical process, has been formed.

R. B. B.

VICTORIA.

October 31.—B. Wilson & Co., of this city, are erecting a three-storey building to cost $100,000, which will be the finest establishment of its kind in the city. It will be used for cold storage purposes especially. Much of the machinery will be brought from Scotland, although all that can be obtained in the United States is being purchased there. Hooper & Watkins are the architects.

NELSON.

October 31.—A. N. Wolverton, of Wolverton & Co., of this city, has organized a company to manufacture motor boats. The fine stretch of water on Kootenay Lake affords ample opportunity for motor boat sport, and the opportunities along this line have been apparent for some time. At the start, the engines will not be made in Nelson, but the hull and other parts will be.

John Leslie, Winnipeg, furniture dealer, who, with Mrs. Leslie, has been spending some time in the Kootenay, is delighted with this district. He declares that hereafter he will spend a portion of each year in this part of British Columbia, which he is now seeing for the first time.

B. R.

The Prairie Provinces

More New Towns Springing Into Existence — Big Saskatoon Retailer Adopts Cash System—Many Buildings Being Constructed.

SASKATOON.

Nov. 2.—The commission firm of Clare & Little have decided to erect a new track warehouse on the C.P.R. A start has been made with the foundation. The Oliver warehouse in which a line of stoves and agricultural implements will be handled is nearing completion. The contractor for the above two warehouses is A. Rutherford.

The Saskatoon Tent and Mattress Company will erect a warehouse to cost $8,000. It will be of brick, 30x70 feet and three storey. The new building will enable the company to handle their growing business to better advantage. The contract has been let to W. A. Cassidy.

Plumbing fixtures are being installed this week in the police offices and the central firehall by G. G. Taylor. A considerable number of radiators and piping have arrived for the Great West Furniture Co.'s new warehouse. On the arrival of the boiler and other fittings the system will be installed by Elford & Cornish.

Since the cold weather set in no fewer than three new skating rinks have been started in town, two being in the city and one on the west side. The Fourth Avenue rink formerly used for skating and hockey, is being fitted up for the use of the curlers who have abandoned the idea of building a rink of their own this year. A new rink 75x100 feet is also being built at Langham.

About sixty miles of steel are now laid on the Goose Lake branch of the C.N.R., and the grade is completed for another twenty miles. It is probable that one hundred miles will be finished this year and a train service put on. A daily train is now in operation between here and Delisle, where a little town is springing up. A townsite has also been laid out at Zealandia where lumber and other material is piling up for building purposes.

J. F. Cairn's, of the Second Avenue Departmental Store, has notified his customers and the general public that on and after Nov. 2 his business will be run on strictly cash lines or a deposit account basis only. During the past few years the policy of the store was to accommodate its patrons in the matter of credit to as great an extent as was possible. It has been found necessary, however, to establish a change of policy and henceforth only a strictly cash business will be done, no matter who the customer is or what his standing.

C. R. Sayer, traveling secretary of the Y.M.C.A., is in town this week and will meet with the local executive with the view to arranging for the erection of a building here for the Y.M.C.A. Some of the local merchants have already signified their willingness to assist by giving subscriptions towards this object.

At the last meeting of the city council one of the aldermen raised the question as to why the new firehall was built two feet smaller than the Winnipeg halls from which plans were supposed to have been taken. The building has been erected according to the plans prepared by W. W. LaChance, which were approved of by the council. It now transpires, however, that the building is actually two feet shorter each way and the matter has aroused much interest in town.

Work on the water extension to the municipal hospital has begun and it is expected that the contract will be finished by Dec. 15. The contractors are McVean & Craig, of Prince Albert, local contractors being kept fully employed on other extensions in the city. At the last meeting of the city council a sum of $1,310 was voted to the contractors over and above the contract price to compensate them for extra work on account of frost having set in. The hospital itself will be finished about the middle of December and the city authorities are anxious to have the water connected up before that date.

A new string of freight sheds and offices are to be built here by the C.N.R. Tenders are now being called for on the new buildings, which will face on First Avenue. As shown by the plans, they will be 240 feet in length and 40 feet wide, metal clad with hardwood floors. There will be a team approach on the street side and trackage on the other. It is quite possible that the contract for the new station will also be let this fall. On the present station where the growth of business has caused considerable congestion some alterations will be made. The part of the building now occupied by the freight department will be transformed into a ladies' waiting room, thus giving more accommodation until the new station is built.

In about a week the big roundhouse and machine shops at Sutherland will be in full swing. A number of workmen are now busy fitting up machinery

and fittings preparatory to opening for business on this section of the C.P.R.

The Nutana firehall on Tenth Street is finished and the casing on the city water tank is receiving its finishing touches.

A new Methodist church is being erected at Watrous. The contractors are Messrs. Andrews & Cameron. A new bowling alley is also under construction. The Manitou Hotel is now completed and doing business.

The Rosthern public school board has disposed of $2,000 worth of debentures. —D. G. R.

Ontario Trade Items

Manufacturers and Retailers Report Trade Improving—Manufactures Visit Model Farm at Guelph.

LONDON.

Nov. 3.—Business is fair with retailers. The finishing up of building contracts makes a brisk demand for builders' supplies. There is also quite a run on stoves and ranges.

John Rose, for a number of years in charge of the publicity department of the Hobbs Hardware Company, is now on the road for that jobbing house.

Local business men are most optimistic over the outlook for a successful season and will not listen to hard times stories. One large concern, which was reported to have laid off many men, deny the statement in toto. At the Grand Trunk roundhouse business is picking up rapidly and still better conditions are looked for. Negotiations between the company and the city council looking to track elevation through the city and the erection of a new passenger station are to be re-opened shortly and if, as is hoped, the result is satisfactory, next spring should see lively times hereabouts.—F. T. Y.

GUELPH.

November 3.—The Canadian Manufacturers' Association paid a visit to the O.A.C. on Saturday, a luncheon in their honor being given in the hall of the Macdonald Institute. It was a semi-official visit between these two classes in Canadian society that are supposed to be opposed each to the other on the question of tariff—the Canadian farmer and the Canadian manufacturer. Unofficially, it was an opportunity taken by some of these men, who have grown to middle life or old age midst the hum of factories, to revive memories of days when they themselves lived in the places of ploughed fields and crop gossip.

Fergus ratepayers will vote in January on a $12,000 by-law, the money to be used for the laying of cement walks.

The Dufferin Light & Power Co. which was recently formed to develop the power at Horning's Mills, is rapidly getting down to business. The company have purchased the Watson and Pickering plants at Orangeville and Shelburne. Grand Valley and Dundalk will be taken in later. The company is capitalized at $200,000, and the officers are: W. D. Wilson, Toronto, President; F. H. Silk, Shelburne, Vice-President; J. J. Kelly, Orangeville, Sec.-Treas.; Alex. Johnston, K. F. Deucer, Orangeville; Dr. E. C. Campbell, Shelburne; F. W. Scott, Toronto, and G. W. Clark, Niagara Falls, directors.

The Raymond Manufacturing Co. have closed down for stock-taking for two weeks.

PETERBORO.

November 3.—The electric wiring is being done in the new armories here according to the most improved plans. A large switchboard will be installed to control the lighting in the whole building. It is a marble slab with many switches, and was manufactured by Jones & Moore Electrical Company, Toronto. The wires will be strung through non-conducting metal pipes.

The corner-stone of the new St. George's church, Gore's Landing, was laid on Wednesday of last week. G. F. Warde, Peterboro, has the contract for the erection of it. It is being built of stone in Gothic architecture.

W. C. Pennington, superintendent of the Peterboro Lubricator Co., and Cyril Currier, office manager, were in Philadelphia last week visiting the main plant. The capacity of the factory there is taxed to its utmost. Mr. Pennington is now in Toronto purchasing machinery for the equipment of the factory here and this will be installed at an early date.

A new addition is being built to the public school at Young's Point. The contractors are Reid & Hockaday, of that village.

The master painters of Peterboro have formed a branch of the International Association of Master Painters and Decorators of the United States and Canada.

B. T. H.

HAMILTON.

Nov. 3.—As an indication of how business is picking up your correspondent learned this week that the Baynes Carriage Company is employing more hands now than it has done since removing here from Buffalo a few years ago. All through the slack season the firm kept the factory running, although the number of hands were reduced, but during the last month or so hands have been taken on rapidly until the previous number has been exceeded. The company is turning out large orders of cutters for the winter's trade and is also commencing the manufacture of carriages for next season's business.

F. H. Whitton, of the Canada Screw Company, is on a hunting trip in the vicinity of Webbwood, Ont., and Cyrus Birge, president of the company is on the sick list as the result of a severe cold.

O. G. Carscallen, of the Gurney-Tilden Company, is in line for important honors in connection with the Fourth Field Battery of this city. He is to be vested with the title of major instead of captain and will soon assume command of the corps. He will succeed Major Tidswell, who is to become commander of the Second Brigade in succession to Col. Hon. J. S. Hendrie, who is retiring.

The building permits for the month of October were $211,950, being $109,150 in excess of October last year.

One week the retailers and manufacturers declare that trade is on the boom, that there is more money in circulation and that the hard times are a thing of the past. The next week you find the wholesalers complaining that there is nothing doing. The only way to account for it is by allowing for the fact that the retailers who claim that business is booming are not displaying their confidence in the way of large purchases and that they are merely picking up stocks here and there in small quantities as the demand requires. It is an indication that they are none too sure of the outlook for this winter and that they are sure they will not be caught napping again with their premises overstocked. Now that the elections are over there should be a brightening up in all lines of trade and at any rate an improvement over the last few weeks when the air was filled with politics.

Matthew Hendrie Leggat, of the firm of Wood & Leggat, Vancouver, was married here last month to Miss Annie Cornelia Gillard, daughter of the late W. H. and Mrs. Gillard. The wedding was one of the most fashionable of the season locally.

The Domestic Specialty Company, whose premises were damaged by fire to the extent of $3,000 a few weeks ago, have decided on building an addition to the building to cost $2,000.

John M. Meakins, of Meakins & Sons, brush manufacturers, this city, was married in Toronto last week to Miss Selina E. Moore.

The plans for the new Carnegie library at Dundas have been accepted and tenders will be called for in a short time. The accepted plans were prepared by Chapman & McCiffon, of Toronto.

The Gartshore-Thomson Company, of this city, has secured the contract for the pipes and castings for Hespeler's new water system.—D. L.

CHATHAM.

Chatham, Ont., Nov. 3.—"A busy present and a good future" is the gist of the hardware situation, as reported by a large majority of the local dealers. One hardwareman was anxious to know where he could find a good clerk. "One who is not afraid of work," he added. "We want a fellow who is not afraid to dig in and dirty his hands. There isn't room in the hardware business for any other kind."

Gasfitters are especially busy at the present moment. Everything is tending to stimulate the natural gas business here. The decrease last year in the consumption of coal, which many local people thought would lead to a drop in price, has had a contrary effect; and coal, which formerly sold at $6.50, is up to $7.50 a ton. As a result, a large

number of people are allowing their indignation to keep them warm these November days, while they wait for the gas man. The Chatham Gas Company have a big staff at work putting in meters, and recently borrowed a couple of men from a local hardware staff. The hardwareman is not going to loan them again, however. "It cut us both ways," he explained this afternoon. "It held back our own work, and, when the people got their meters in, they were twice as hot after us as before to put in their connections." The situation is a rather interesting one. A number of local merchants contemplated descending on Blenheim and capturing a share of the gas-fitting there, but the scheme is all off. They have too much local work to attend to. One firm is held up owing to the difficulty of securing three-way burners, having orders ahead for several dozen. Of course, the rush is only temporary, and will be over long before Christmas, in all likelihood.

Similar reports come from surrounding towns. Blenheim is anxiously awaiting the arrival of natural gas, while a Kingsville paper states: "This is the time of year when about seventeen plumbers, more or less, could find work in this town for about 24 hours out of the day."

W. H. Westman, of Westman Bros., was in Toronto, London and Parkhill last week on business.

Solomon Huff, agent for the hardware firm of Stephens & Douglas, met with a bad accident last week. He was driving in Chatham Township when h s horse took fright, throwing Mr. Huff out of the rig. His thigh was fractured, in addition to which he sustained other injuries, which will result in his being confined to his bed for a considerable period.

Harry Malcolm Fleming, of the firm of J. W. Fleming & Sons, Blenheim, has joined the ranks of the benedicts. On Wednesday, Oct. 28, he was united in marriage to Miss Gertrude Brown, daughter of Thos. Brown, of Raleigh.

Peter Cunningham & Co. are putting a new concrete floor in their warehouse. A short time ago the old wooden floor gave way, and the staff have been hustling ever since transferring the goods to the store.

It is announced that Wallaceburg is to have a large steel plant. Details have not yet been given out, but it is definitely known that D. A. Gordon, M. P., who is practically the founder of modern Wallaceburg, is largely interested in the new enterprise.

There is a prospect that the agreement, recently entered into by Kingsville merchants to provide for early closing on Tuesday and Thursday nights, may fall through. Some of the merchants complain that others are keeping open on the nights specified.

It is expected that the city house-numbering will be completed within four weeks, in which case the new system of free mail delivery will be inaugurated here before Christmas.

The civic lighting plant installed by the Colonial Engineering Co., of Montreal, is still the subject of disputes at the council board. Though the plant itself has been taken over, an exception was made in regard to a second-hand dynamo temporarily installed. The contract calls for a 100-arc light direct current dynamo, but the contractors state that a new dynamo of this type cannot be procured unless it is specially made, owing to the fact that alternating current machines have come into general use. The city has apparently to decide between accepting a second-hand d.c. dynamo or putting in an alternating current dynamo, which would necessitate a remodelling of the entire system. W. E. P.

OTTAWA.

Nov. 4.—Business is considered good and prospects for a profitable holiday season are bright. Holiday goods are daily arriving and buyers are assured of a large and pleasing variety.

An English syndicate are negotiating for the purchase of some valuable Bank St. property. The object of the deal is secret and there is consequently some speculation as to the outcome.

An interesting case is pending decision, between Currie & Livack and their plumbers. The trouble arose, when last week it was discovered that a steamfitter had been engaged who, it was thought, had not served his full four years' apprenticeship. A complaint was lodged but the employes refrained from striking. It was decided to appoint a committee to look into the matter.

What hardware men carry panic bolts? The Public School Building Superintendent Garvock has had fitted to the doors of the Slater and Glashan schools an English lock which is considered the best and most reliable for the intended purpose. This bolt is of such a mechanism that a crush on the inner side of the doors will force them open, thus ensuring prompt exit in case of danger. Should the trial of the lock prove satisfactory all the schools will be equipped with it, and here's an opportunity for some hardware man to benefit by the innovation.—G. E. M. H.

GALT.

November 4.—Business in the hardware line in Galt is exceptionally good. This, of course, would be naturally expected, but the dealers state that it is even better than last year. This is probably due to the fact that at this season last year the financial depression was just making itself felt, while at the present time confidence is returning, under which conditions the buyers will venture into expenditures which would not be considered last year.

Lockhart & Co., plumbers, have secured a big contract in Hespeler, which will keep their staff of men occupied for about six weeks.

A gang of men from the Clare foundry at Preston, have been in Galt for the past week installing new furnaces and repairing others.

Business among the manufacturers is exceptionally good. Sheldon's are working overtime, as is also the Canadian Brass. The Galt Brass Co. are exceptionally busy and other firms are contemplating adding a night shift. In fact, things in Galt were seldom in a better condition.

A hardware merchant stated to your representative to-day that there was probably less coal oil sold in Galt than in any other town of its size. This is due to the cheap natural gas.

Hardware merchants are overhauling their stock of skates and preparing for the season's business. B. E. C.

Maritime Provinces

Building Active in Halifax — Cold Weather Helps Trade—Coal Mining Booming.

ST. JOHN.

November 2.—James Pender, who was the Liberal candidate for Parliament for the City of St. John, was defeated by Dr. Daniel, the former member, by 192 votes. F. W. Sumner, of Moncton, who opposed Hon. H. R. Emmerson in Westmorland County, was defeated by over 1,300 votes.

Clark & Adams have been awarded the contract by the city for building a boiler house and instaling a heating apparatus in the new warehouses on the western side of the harbor. The cost is $1,525.—W.E.H.

HALIFAX.

November 2.—Now that the cold weather has set in it is expected that trade will improve rapidly in certain lines. The rush for stoves has started in earnest and it is expected that it will continue for some time. There is practically nothing new in the stove line on this market this season. The hard coal base burner is still popular stove with the householder. Ranges for those who can afford them are preferred to the ordinary cook stove. The tinsmiths are rushed with work and they have about all the business that they can handle. There is a good demand for stove and metal furnace pipe. Black sheet iron is in good demand and is quoted at $2.25 for 24 gauge. Wire nails are quoted at $2.25 base and cut at $2.50 base. Turpentine is quoted at 70c in barrel lots and 80c in smaller quantities.

The Trenton Steel Works are running to their fullest capacity. Between four and five thousand tons weekly of the more highly finished products of steel are turned out. At no time since last February has the company had more orders on their books than four thousand tons, and at no time had they less.

Building operations in Halifax during the month just closed were pretty active, and contracts for about twenty-five dwellings and buildings were awarded, work on which is now going on. Work on several of the large structures has been continued uninterrupted, and there is considerable employment in sight for building mechanics so long as the weather continues fine. The round house at the I.C.R. mechanical departments new plant on Kempt Road, is well advanced, nearly three-quarters of it being completed, while nearly all the other buildings connected with the plant are finished.

The county court house wing is finished so far as the walls, roof and exterior work are concerned, though the interior will take some time before it is completed.

The technical college building is well advanced and the handsome free stone front is now being finished and the roof put on. The progress on this building

has been very rapid, and with the roof on work on the interior can be pushed along through the Winter. It is expected that the college will be ready for occupancy.

The new Anglican cathedral building is also well advanced, and the walls are being raised.

The alterations to the Queen's Hotel are also proceeding satisfactorily, but it will be some time before the work is completed.

Rudderham and Parker, of Sydney, have installed a motor in their machine shop, which entirely does away with the hand-power work. The motor was installed by Jos. Wheeler.

Coal mining is booming in Pictou County. The Acadia Coal Company is boring double shafts in the vicinity of the Allen shafts. A deposit of coal has been found three miles south of the town, near the river bank, and as soon as a drill can be obtained the Drummond Colliery will start boring near the southern boundary of the town.

The Acadia Company is instaling almost a complete new plant. The boiler plant is about completed, the screening arrangements are now being put in, and now a cage has been ordered. The new cage will permit of the hoisting of three thousand tons per day. The present output of the colliery is about 350 tons per day.

The Vale Colliery is also in good working order, and the output is increasing.—J.H.

MONTREAL.

November 6.—E. H. Cooper, secretary of the Hemming Mfg. Co., of Montreal, who has been in London, Eng., since June superintending the Hemming exhibit of enamelled jewellery and silver deposit ware at the Franco-British exhibition, has been appointed secretary and manager of the Auto Strop Safety Razor Co., of England. Mr. Cooper has taken up his residence in London, and will continue to superintend the sales of the Hemming wares in England, besides attending to the business of the Auto-Strop Razor Co. there.

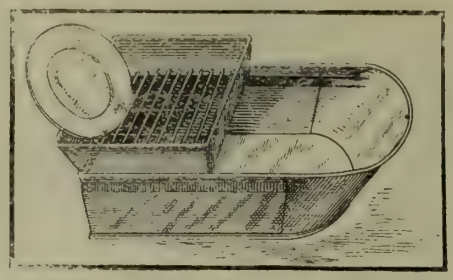
At a meeting of the council of the Board of Trade, T. J. Drummond presiding, W. S. Tilston, manager of the Transportation Bureau, submitted a report of the work of the bureau since it opened on August 17, which showed that among the various matters considered was the question of a daily fast freight service of general merchandise to Winnipeg. It was stated that the Canadian Pacific had promised to make 112 hours' time. The bureau has on hand several cases where Montreal interests are involved, such as discrimination in grain rates, classification, bills of lading, and reciprocal demurrage.

The branch managers of the Canadian Rubber Co., of Montreal, have been holding their convention at the company's head office during the week, representatives from all over the Dominion, from Halifax to Victoria, being present. D. Lorne McGibbon, the vice-president, welcomed the managers, briefly outlining the company's general policy, with special reference to the further extension and organization of the sales force. The annual dinner was held on Friday at the Canada Club.

Novelties for the Hardwareman

COMBINED DISH-PAN AND DRAINER.

A useful household article has recently been invented which will facilitate the washing and draining of dishes. It consists of a dish-pan of greater length than

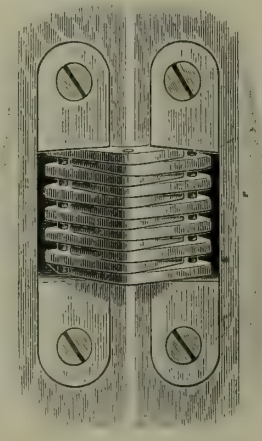


Combined Dish-Pan and Drainer.

its width and preferably formed with a rounded inclined wall at one end. Set into this pan, at the opposite end, is a dish-drainer formed with sheet metal walls and having a skeleton bottom. The drainer is arranged to fit snugly into the dish-pan, so that it will be held therein by frictional engagement. The bottom of the drainer consists of a series of rods and crossbars terminating at one end in a dish-support or bail. The dishes as they are washed in the forward end of the dish-pan are supported on edge on the rods, the first dish being leaned against the bail. Being supported in upright position the dishes will drain readily and while in the drainer boiling water may be poured upon them to rinse them. Since the drainer and dish-pan are combined in a single article the dish washer will be saved many unnecessary steps.

IMPROVED INVISIBLE HINGE.

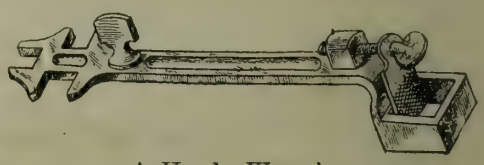
One of the very newest things in the hinge line is the Soss Invisible. The Canadian factory and offices of the



company are located at 104 Bathurst St., Toronto. Many advantages are claimed for the hinge. It is invisible and, therefore, adds to the appearance of any article on which it is used. The hinge only shows when a door is open. Other points in its favor are its strength and rigidity. With the use of a few simple tools these hinges can be accurately mounted, it is claimed, with less care than any other. The Soss Invisible Hinge offers no limit as to the extent to which it can be employed. There is no projecting metal on either side, the device showing only when a door is open. Owing to their factory being in Canada the company can now supply the local market free of duty. The Soss Invisible Hinge is applied in all the best class of work, such as book cases, china closets, wardrobes, desks, folding tables, lockers, closets, cabinets partition doors, pianos, cases, etc. They are fully guaranteed to the trade.

A HANDY WRENCH.

The wrench illustrated herewith is particularly adapted for removing nuts from axles, and is fitted with means for holding the nut to the wrench, so that it will not fall to the ground when unscrewed. The socket, which is adapted to receive the nut, is formed with a plate of resilient metal, which may be pressed against the nut to clamp it in the socket. The upper end of the plate is connected



A Handy Wrench.

to a thumb screw that is screwed into a lug on the handle of the wrench. By turning this screw the plate is moved to the clamping position. To facilitate operating the wrench, the opposite end thereof is provided with a knob, swiveled to the handle of the wrench, and after the nut has been clamped in the socket, the wrench may be turned by grasping the knob in the fingers and revolving the wrench so as to unscrew the nut. The entire operation of removing the nut or applying it to the axle may thus be done without soiling the fingers, as it is unnecessary to touch the nut.

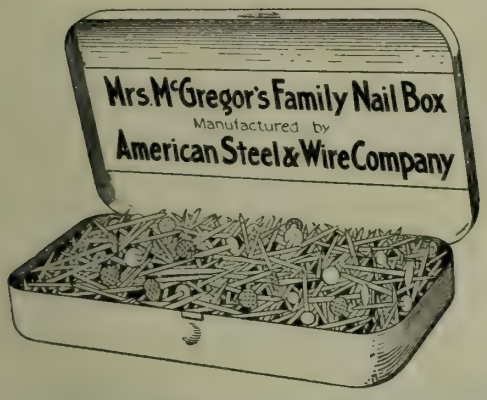
LABOR SAVING DEVICES.

Retail merchants generally report a decided improvement in trade, especially in household utensils. This, of course, can largely be put down to the return of so many families from the country. The labor saving devices, such as food choppers, breadmakers, knife cleaners, and potato slicers, are becoming more and more popular. As one dealer said: "If a manufacturer can put anything on the market that really saves trouble, that article is sure to go." To the old-fashioned housekeeper this may seem somewhat of a reflection upon the energy of the younger generation. In any case, it certainly shows the good, common sense of the latter. A merchant could

make a very attractive window out of the purely labor saving utensils now on the market. From the washing machine run by its little water motor to the mop wringer, an interesting range of articles could be displayed which would not only be educational in its way, as showing the great strides made in the invention of utility articles, but would be a good attraction for the womanfolk, and certainly it is the wives who are doing more and more of the purchasing nowadays.

FAMILY NAIL BOX.

We give an illustration of the latest home convenience, sold under the name of Mrs. McGregor's Family Nail Box.

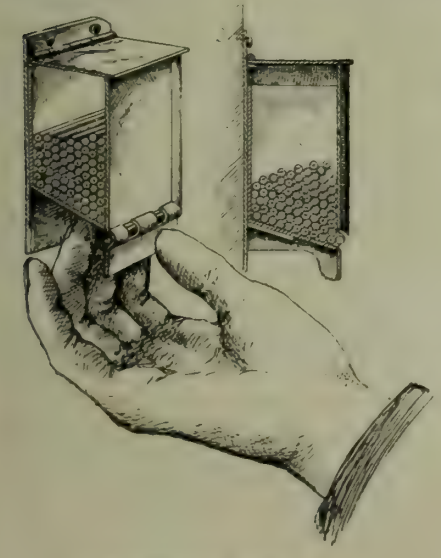


Family Nail Box.

It contains 500 nails, 1 inch and shorter, to cover all possible requirements of the household, and is handled through the United States Steel Products Export Co., Montreal, Que.

A CONVENIENT MATCH SAFE.

The match safe illustrated herewith is designed to deliver or discharge one match at a time into the hand of the

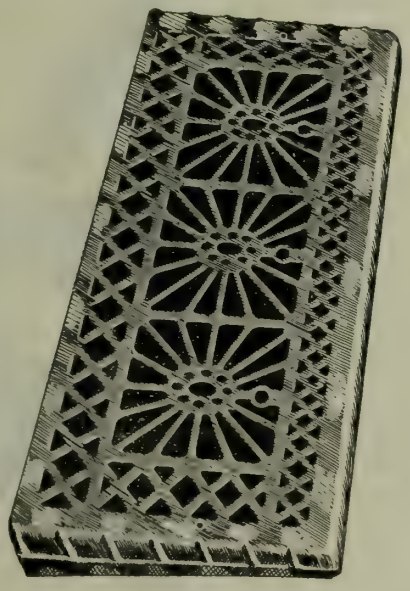


A Convenient Match Safe.

operator. It consists of a box, which may be opened at the top to permit of introducing matches into an interior receptacle. The bottom of the box is open but is formed with cleats on which the receptacle rests. The latter is closed on each side and at the rear, and also has a slanting bottom wall. The front wall of the outer casing of the box proper is formed with a groove or recess of such size as to contain but one match. In operation the receptacle is moved upward, leaving one match, which rests in the recess, and the latter, as soon as it clears the bottom wall of the receptacle, falls into the operator's hand. On releasing the receptacle the latter falls to its normal position, and permits another match to enter the recess, whence it is discharged when the receptacle is next operated.

TAKES COLD AIR IN WALL.

A new side wall cold air face, known as No. 132, has been produced by the Jones Register Company, 732 King St. W., Toronto, and is shown in the accompanying cut. It is built to match the Jones side wall registers, which, with their extended base, have been an important adjunct to the furnace heating business through allowing a single cellar pipe to supply satisfactorily more than one room, whether or not on different floors. The new product is 14 ins. high and 32 ins. long, and gives an air opening of 288 square feet. It is finished in black japan or in oxidized copper, brass or nickel plated finish.



Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Trust the Truss.—The first 1909 bicycle catalogue to be received by Hardware and Metal is that of the Iver Johnson Works, Fitchburg, Mass. It is a 20-page and cover book describing the various styles of bicycles and illustrating the improvements being made in next year's machines, one notable change being the introduction of an absolutely new crank hanger. Catalogues will be sent on request.

Nickle Plated Ware.—The Buffalo Mfg. Company, Buffalo, N.Y., have issued a handsomely printed appendix to their catalogue No. 24, it showing a splendid line of table kettles and stands, chafing dishes, alcohol gas stoves, ash receivers, coffee percolators, cuspidors, towel bars and bathroom fittings. The book is worth sending for as the lines shown are good sellers during the holiday season.

Refrigerators and Screen Doors.—The Sanderson-Harold Company, Paris, Ont., has just issued a neat and most complete catalogue of their refrigerators, screen doors and window screens, the goods of which firm are so favorably known to the trade. The catalogue is printed on heavily coated paper and is most artistic in appearance. It is of convenient size and contains some forty-eight pages appropriately illustrated. The refrigerators of the Sanderson-Harold Company are sold under a positive guarantee that they are exactly as represented and the refrigerator may be returned with freight charges paid both ways. The company's motto is "We cannot afford to have dissatisfied customers." In screen doors and window screens eight styles of the former and two of the latter which have been selected from many designs as containing the most merit in points of construction, appearance and cost, are shown. These lines are widely advertised and the trade is handling them in largely increased numbers each year. The catalogue is one which the hardware merchants will find replete with interesting information.

NEW BRISTOL DOCKS COMPLETED.

The Royal Edward docks at Avonmouth, just completed, are among the finest in the world and have taken more than six years to build, the first sod being turned on March 5, 1902. The cost will approach £3,000,000 sterling. The new dock will accommodate vessels much larger than any now afloat or building. The first steamer to use the dock was the S.S. "Dorset" for Australia, and the first sling of goods placed on board was galvanized iron from John Lysaght, Limited, for their Adelaide branch, whose iron is so well known in this country through their "Queen's Head" brand. It is expected that the new dock will give a great impetus to trade in the West of England, and the energy of the Bristol Corporation is highly commended. This is of interest to Canadians as it is from Avonmouth that much of their British tin plates, Canada plates, galvanized iron, black sheets, etc., are shipped.

The new G.T.R. elevator at Tiffin, Ont., is completed. The storage capacity is 2,000,000 bushels with the two marine towers.

We wish to
assure Hardware Dealers,
Clerks, Travellers or Manufacturers
who use our "want ad." columns that
by using a box number all information given
us is

Strictly Confidential

We will not divulge under any consideration the name of the advertiser. Moreover, when requested to do so we will forward replies *in plain envelope*, making it absolutely impossible for even your next door neighbor or fellow clerk to know anything about the advertisement you have inserted.

Rate for Condensed Ads.
2 cents per word first insertion.
1 cent per word subsequent insertion.
5 cents additional each insertion when Box Number is required. This covers cost of mailing replies to you.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

EVERY HARDWAREMAN should handle the Time Saving Coupler. It is a sure saver of time and temper; it works simply and instantaneously, and its joints are absolutely watertight. The unusual advantages possessed by the Time Saving Coupler will make it popular among your hose using customers. (tf)

FOR SALE—Safes. Fine new fireproof safe, new burglar-proof safe; latest type; prices right. The Canadian Fairbanks Co., Ltd., 26-28 Front St. West, Toronto. (44f)

ONE WILSON WAGON SCALE, 3 beam, Diamond steel bearings, 8000 lbs. In first-class order. Address Box 23, Whitechurch, Ont. (47)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

COMPLETE SET TINSMITH'S TOOLS, with parallel cutters. Box 756, HARDWARE AND METAL, Toronto. [43]

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

A WELL ESTABLISHED JOBBING FIRM calling on the stove and hardware trade in the city of Toronto and suburbs, who have some shelf room to spare, would like to hear from manufacturers or others who wish a representative to handle their goods on a commission basis. Box 758, HARDWARE AND METAL, Toronto. [46]

RETAIL HARDWAREMAN, with wide experience, wishes to establish himself as manufacturers' agent in Toronto, and would like to correspond with manufacturers who are interested. Best of references can be given. Address Box 101, HARDWARE AND METAL, Toronto. (tf)

WESTERN AGENCY WANTED for good saleable line of goods. Box 755, HARDWARE AND METAL, Winnipeg. (44)

HOW TO MIX PAINTS, by C. Godfrey.—Simple treatise for the practical painter. Special instruction given as to how the principal colors may be produced, and also matching a given shade. Subjects dealt with include Mixing Paints, Straining Paints, Brushes, Tints and Shades, Colors in General Use, Color Harmony, Displaying Colors, etc. Price 50 cents. TECHNICAL BOOKS, 10 Front St. East, Toronto.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

CHAINS, ANCHORS, &c.—A Lancashire firm manufacturing chains, anchors, windlasses winches, capstans, steering gears, tanks, iron buoys, pontoons, lighters, dock accessories, &c., desires to communicate with Canadian firms, with a view to opening up business connections. (1538f,45)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad. under the heading, would probably put you in touch with the right man.

MANUFACTURER would like to invest from three to five thousand dollars in prosperous retail hardware business near Toronto. State value of stock carried, yearly turnover and other particulars. Box 100, HARDWARE AND METAL, Toronto. [45]

PARTNER WANTED—Practical tinsmith, with about $800 to $1500. For particulars apply Box 29, HARDWARE AND METAL, Winnipeg. [47]

MISCELLANEOUS

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

TO INVESTORS—One of the progressive Western contracting companies last year paid 40% cash from its manufacturing profits. The company is now extending to meet the heavy demand on the coast and now offers a small block of its stock at par. Write Box 761, HARDWARE AND METAL, Toronto, for full particulars.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

ATTENTION Hardware Specialty Manufacturers.—Let me sell your goods on commission. No sale, no charge. Oscar Larson, Box 545, Sault Ste. Marie, Mich., U.S.A. (47)

NATIONAL AID.—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

WANTED—Tinsmith; steady employment; must have good references; state age, whether married or not, wages expected. E. S. Hubbell & Sons, Thamesville, Ont. (44 f)

WANTED—Young man for clerk in general store; send references and state wages without board. A. S. Lambe & Son, Meadowvale. (44 f)

PRACTICAL MAN, with knowledge of stove manufacturing, for assistant superintendent. P. O. Drawer 256, Hamilton, Ont. (44tf)

YOUNG MAN WANTED for retail hardware who has two thousand dollars to invest. Good security. Box 760, HARDWARE AND METAL, Toronto. (48)

A COMPETENT counter shelf hardware salesman. Give experience and references. Address Box 759, HARDWARE AND METAL, Toronto. [47]

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

WANTED—Position as book-keeper and accountant. Has had training with wholesale, retail and manufacturing firms. Can give best of references. Address Box 102, HARDWARE AND METAL, Toronto. (45)

HARDWARE MAN, 25 years old, good general knowledge, excellent references. Box 30, Milton, Ont. [46]

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

DO YOU WANT AN AGENT IN MONTREAL?

On January 2, 1909, I shall be prepared to take agencies for general line of roofing material and hardware. Would keep small stock to fill orders.

F, HARDWARE AND METAL, Montreal

Open for Engagement

Salesman with best connection with the wholesale hardware trade, also the better class retail trade, throughout Canada, will be open for engagement for Jan. 1st.

Best credentials furnished as to a "business getter" and character.

Apply Box 757,
HARDWARE & METAL,
45 TORONTO

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Nov. 6, Room 511, Union Bank Bldg, Winnipeg.

Winnipeg, Nov. 3.—The death of the Hon. Thomas Greenway is one of the most widely-discussed topics in the West at the moment. His sudden passing away has called attention to the vast amount of work he accomplished for the betterment of conditions during his residence of close upon 30 years in Manitoba. On every street corner and in every village store there is a revival of the stories of how he successfully fought the railway monopoly and secured competing roads; how he secured the lowering of the grain freight rates and his intense interest in legislation that would help the farming community to get the very most out of their farms and for their produce. There is universal regret that the West will lose the advantage of his keen knowledge of western needs in connection with the Railway Commission. It was felt when he received the appointment that no man was in a better condition to press western needs on the attention of the Commission. It is hardly possible for eastern Canadians to realize all that the Railway Commission means to the West. Adequate and efficient representation on that commission means more to the Canadian West than it does to any other part of Canada to-day and very grave anxiety will be experienced by farmers and merchants alike, as to who will be chosen to fill the place left vacant by the death of Mr. Greenway.

Co-Operative Company Erects Elevators.

It has been a week of the letting of contracts for elevators. A couple of weeks ago two representatives of the Scottish Co-Operative Wholesale Society came out with a view of looking into the question of erecting elevators. Together with the Winnipeg representative, Geo. Fisher, they made a careful examination of the G.T.P., and on their return to Winnipeg let the contracts for the immediate erection of six elevators, all within the boundaries of the Province of Manitoba, and stated that probably next year they would extend their line into Saskatchewan. They expressed themselves as highly pleased with the country and satisfied with the outlook for the future.

It will be remembered by many that this company, which is among the largest milling concerns in Great Britain, was contemplating the erection of a line of elevators last year, but when the Manitoba Legislature put the Grain Exchange in such an unsatisfactory position with regard to its charter, the company decided to rest on its oars and see how things would turn out. The representatives went into matters very thoroughly here and expressed themselves as satisfied with the new Exchange building and presumably with the new Winnipeg Exchange, which has nothing in common with the old Grain and Produce Exchange.

In addition to these interior elevators along the line of the G.T.P., that company has called for tenders for the erection of the first of their huge terminal elevators at Fort William. Elevators which are the tile tank variety are ultimately to be in units of 10,000,000 bushels each but the first section, for which the tenders call will consist of a working house and tanks with a capacity of 4,000,000 bushels. This elevator will be completed to receive the crop of 1909. Still another terminal elevator is going in at Port Arthur with a capacity of 2,000,000 bushels. The name of the company in this case is withheld for the present.

Building Activity.

There has been a very general increase in building activity in Winnipeg and the West this fall, and though figures are not at hand for October, those for September, which have just recently been completed, show come very gratifying gains over the same month last year. For example, Winnipeg's building bill for September, 1908, was $447,000, as against $385,000 last year; Edmonton $123,425, against $43,000 in 1907, and Fort William $144,900, against $25,378 last year. It is highly probably that October will show a corresponding increase, for as the weather has been very fine, building has been pushed rapidly during the month. The Manitoba Iron Works has completed the contract for structural steel on the new Government examining warehouse which was let on May 20th. It is an enormous structure just in the rear of the new Grain Exchange and facing on McDermott Ave. East. There are 1,400 tons of steel in this contract. This company have had pass through their structural depart-

ROSS BROS.

LIMITED

HARDWARE ONLY

"Alberta Oaks"

are not light, undersized, shoddy, thrown together articles, but heavy, full-sized, well made goods that have already established a reputation for themselves in Alberta.

We solicit your orders.

EDMONTON, ALBERTA

Fire Escapes

Circular Stairs

Coal Chutes and

Ornamental Iron for Buildings

Are lines which local hardware men should look after. We are pleased at all times to submit tenders on work of this kind.

THE MANITOBA IRON WORKS Limited

WINNIPEG, MAN.

A Want Ad. in Hardware and Metal will reach practically every man in the trade from Halifax to Vancouver.

BAS-KA-NO and LIN-UNA

TAPESTRY BURLAPS

New and attractive wall coverings for decorating walls of halls, stairways, bathrooms, dining rooms, etc. Latest colors, standard widths.

A sample book showing colors and full particulars for the asking. Drop us a post card.

The Winnipeg Paint & Glass Co., Limited

CALGARY - WINNIPEG

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware

EDMONTON, ALTA.

If you want the **whitest** Lead —the **finest** Lead—the Lead with the **longest life**

ORDER

Stephens

House Painters' Perfect

Made with the finest English Carbonate Lead ground in our own Refined Linseed Oil.

All orders for this Brand shipped same day as received.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg, - Canada

SUCCESSFUL ADVERTISING,

HOW TO ACCOMPLISH IT.

By J. Angus Macdonald.

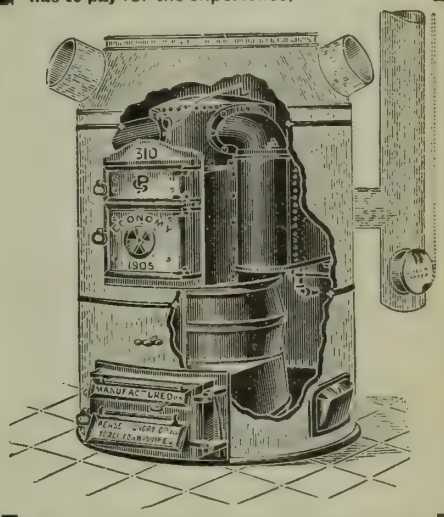
Practical and Authoritative Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY," setting forth the inner advertising principles of each business in a clear and forceful way. It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the cu tomer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

ment in the last eight months, for Winnipeg buildings alone, 2,600 tons of steel and in addition have furnished a very large amount of tanks, stand pipes, mine cars, lumber trucks and the like, and the Vulcan Iron Works Company have been equally busy.

Hardware Markets.

Business prospects are brighter now than they have been for the last eighteen months. The railways have handled the grain shipments surprisingly well and the new wheat has been rushed to the lake ports in record quantities. Money is circulating more freely now than at any time for the last eighteen months and payments are being met quite promptly. Stocks in the country hardware stores are low and, with bright business prospects, the trade are ordering more freely. Manufacturers find the local wholesalers buying much more freely than they did a year ago and in all quarters there is good reason for the optimism now prevailing.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.75; 5-6x5, 6 and 7, $4.40; ⅜x6, 7 and 8, $4.25; 7-16 x7 and 9, $4.15; ½ x 8, 9 10 and 12, $4.05; ⅝x10 and 12, $3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 per cent. copper; No. 7, 29c; 8 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7; 3-16, $5.50; ⅜, $4.90; 7-16, $4.70; ½, $4.40; ⅝, $4.20; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel, 35; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

STOVE PIPES—6-inch, $9.25; 7-inch, $10.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ p.c. Other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $36; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼; pure manila, 13¾c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12 smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs. $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.30; Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

PIG LEAD—$5.50. Lead pipe, $7.

SHEET ZINC—Casks, $8; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9.00; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45.00; 4½, $52; 5, $58; 6, $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON — Apollo 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

TIN PLATES—I.C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50; ½ box, $6; IXX, full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS — White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, bbl. lots, 65c. Linseed oil, raw, 62c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Nov. 6.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85 brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2, cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, $8 doz.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11½c per lb.; British manila, 12½c; pure manila, 15½c.

BUILDING PAPER—Plain, 62c per roll; tarred, 82c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

Tenders for the erection of a public building at Estevan, Sask., will be received until October 27th by N. Tessier, secretary, Public Works Department, Ottawa.

METALLIC CEILINGS

Are Artistic, DURABLE, SANITARY, and FIREPROOF
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Send us a sketch showing shape and exact measurements of your ceilings or walls, and we will submit designs, estimates and illustrated booklet free.

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Manufacturers
TORONTO & WINNIPEG
46)

EASTLAKE STEEL SHINGLES

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METALLIC ROOFING Co
LIMITED.
TORONTO, CANADA.

Our Sheet Metal Fronts

Offer you splendid improvement, at small cost, for any style of building.

We make them complete, to suit any sized or shaped structure—the entire metal finish including door and window caps, cornices, etc.—in a great variety of styles.

They give a very handsome effect, and enduring, practical satisfaction.

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Metallic Roofing Co.,
Limited,
Wholesale Manufacturers,
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Card Cabinet where Sherwin-Williams Formulas are Filed.

More than 5,000 Active Formulas

are required to produce all the colors and shades and variations included in the Sherwin-Williams Line of Paint and Varnish Products. We make a special finish for each particular use and surface, inside and outside, so that we do not have to recommend the use of a product where it is not well adapted, in order to make a sale, as makers who have but a limited line must do. The dealer who handles

SHERWIN-WILLIAMS PAINTS AND VARNISHES

does not have to recommend goods that he knows are not entirely suited for the purpose desired. He can be sure Sherwin-Williams Products will give his customers satisfaction, because there is a product for every purpose, and each one is specially designed for the purpose intended.

We help the dealer sell Sherwin-Williams Paints and Varnishes by our extensive magazine advertising, our strong system of direct mail advertising, our attractive line of store advertising, our outdoor advertising, and our many other advertising and selling helps. Not only this, but there is a large established demand for Sherwin-Williams products throughout the Dominion. They afford the dealer an excellent margin of profit. Write us today for full particulars.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
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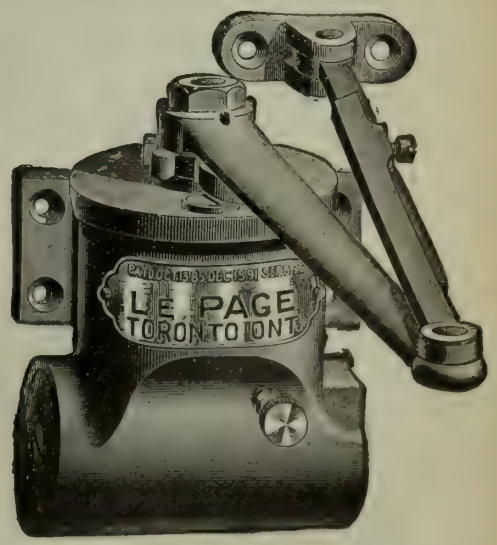


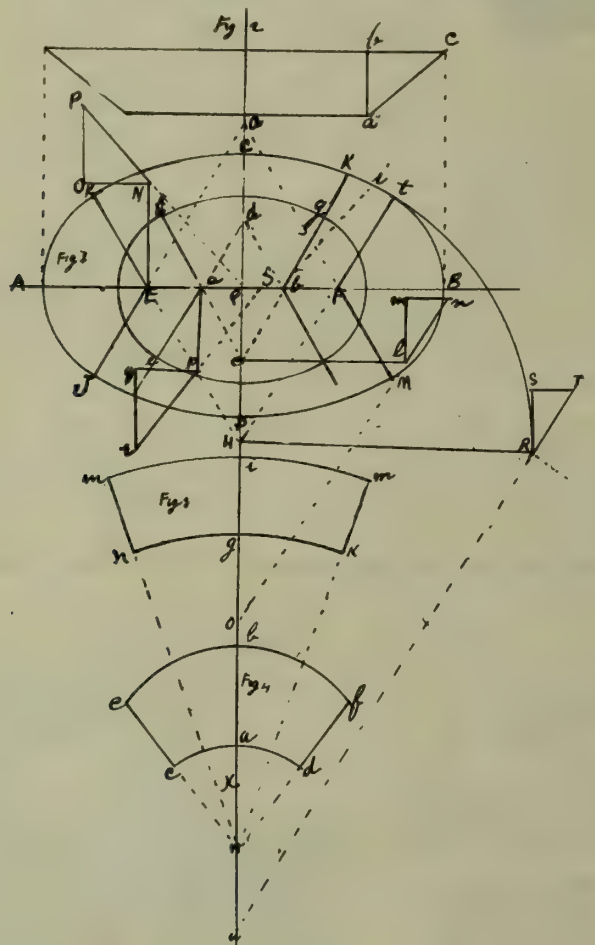
LePage Door Check Mfg. Co.
237 Lansdowne Ave., TORONTO
PARK 1086

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered By Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

TAPERING OVAL BODY.

To describe a pattern for a tapering oval body where the tapering is not equal on all sides, Fig. 1 shows the diameters of two distinct ovals, each one being described by a separate set of centres. For the larger oval take the required diameters, A B and C D, and take E F and G H for centres. The smaller oval will have to be constructed in the centre of the larger one, according to the given length and width required for the bottom of the article. The centres used for this oval are a b two ovals on the line C D (this will represent the flue of the sides), and mark off the same distance from S to T. Draw a line from points T R and extend it as shown by the dotted line, to cut the extended perpendicular line C D at u. With radius u R strike the curve m i m, c being the centre by which the curve f g (the side of smaller oval) is struck, draw the line c l at right angles with the perpendicular line C D, extending the curve f g with the same radius to meet the line c l. Draw the line l m at right angles with c l, again taking the distance a—b (Fig. 2) from



and c d. From a to b (Fig. 2) shows the upright height.

Fig. 3 shows a pattern of the side which is obtained as follows: H is the centre by which the curve K L (Fig. 1) is struck, draw the line H R at right angle with the perpendicular line G H and extend the curve K L, as dotted, to meet the line H R. Draw the line R S perpendicular with the line H R, and mark off the depth from R to S equal to the upright height as a b (Fig. 2). Draw S T at right angles with R S, take the distance at D, between the l to m (Fig. 1, draw line m n at right right angle with l m. Take the distance between the two ovals at side C and mark off the distance on the line m n, draw a line from points n and l to cut the perpendicular line C D at o. Take the distance from l to n or from R to T and mark off a like distance from i to g (Fig. 3), being the slanting height of the article at the centre of the side. Take the distance from o to l and from g mark off the point w. With w as centre and radius o l strike the curve h g k.

Extend the line c b g (Fig. 1), (which shows the division of smaller oval), to k, on the curve of larger oval, the point L being the right sectional line of the larger oval, while the extended line c b to k, will be the sectional line of the inner one. Let the distance be equally divided as at i. Draw a line from i—b being centre by which the end of the smaller oval is struck. Take the length of curve from i—C and mark off a like distance from i to m on each side of the perpendicular line and draw lines from m to the point w, being the centre by which the bottom curve g h k is struck. This completes pattern for the side.

Fig. 4 shows pattern of end E (Fig. 1), being the centre by which the end of large oval J A K is struck, draw line from E to N at right angles with the diameter A B and extend the curve J A K to cut the line E N at N. Draw line N—O at right angles with N E and make N O equal to a b (Fig. 2), the upright height. Draw O P at right angles with O N. Take the distance between the two ovals at the end on line A B (this represents the flue on end of article) and mark off a similar distance from O to P. Draw a line from P N to cut the diameter A B at Q. With radius Q N and X (Fig. 4) as centre, describe the curve e b f. Take a, being centre by which the end of smaller oval, as f e, is struck and draw a p at right angles with centre A B, extending the curve f e to cut the line a p at p. Draw p q at right angle with a p and take the upright height as at a b (Fig. 2) and mark off a like distance from p to q. Draw q r at right angles with q p. Take the distance from A to the end of smaller oval and mark off like distance from q—r. Draw a line from points r p to cut the centre line at s. Take the distance from r p or from P N (which will give the slanting depth of the centre of the end) and mark off the distance from b a (Fig. 4). Take radius s—p (Fig. 1) and from a (Fig. 4) mark off the point w. With w as centre and radius s p, strike the curve e a d. Take length of curve B—i (Fig. 1) and mark off a similar distance on (Fig. 4) from b to f and b to e. Draw lines from f and e to the centre w, being the centre by which the curve of the bottom is struck. This completes pattern for end. Edges must be allowed. —W. M. M.

The Jury of Awards of the Jamestown Tercentennial Exposition has just issued to the Simonds Mfg. Co., of Fitchburg, Mass., and Chicago, Ill., a certificate awarding that company a gold medal on Simonds saw steel. This is said to be the first award that has been given on saw steel, and the Simonds Company feel justly proud of this recognition of the quality of steel they make for Simonds saws and knives. In Canada this company is known as the Simonds Canada Saw Company, Toronto, with branches at St. John, Montreal and Vancouver.

Anvils and Vises
Machinery Steel
Wire Rope

In Stock

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MONTREAL

Why Have Bad Debts?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

They are Satisfied
You'll be, Too!

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SAFETY AUTOMATIC REVOLVER

Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

ACCIDENTAL DISCHARGE IMPOSSIBLE

Hammer the Hammer
Accidental Discharge Impossible

ADVERTISED in all the leading Magazines and Sportsmens' periodicals.
Our advertising creates the demand. But we never sell direct where the dealer can supply.
These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.
Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.
Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

TACKS

Specify "M.R.M." when ordering Tacks.

None Better Made.

THE MONTREAL ROLLING MILLS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Municipal Works.

Work is being rushed in the laying of the salt water high pressure mains in Victoria.

Owen Sound will vote on a by-law to expend $100,000 on the extension of its waterworks system.

The Port Colborne waterworks system is again in operation, repairs having been made to the engine. The cost was $5,000.

Work has been completed on the new auxiliary waterworks system at Portage La Prairie, under the direction of Willis Chipman C. E.

A test made at the Listowel waterworks showed that the new wells supply enough water to keep the pumps going at full capacity.

Yorkton citizens tendered a banquet to J. L. White inventor of the White system of waterworks, which was recently installed in that town.

The waterworks of North Vancouver will be extended, the recent sale of $35,000 of city waterworks bonds enabling the work to be proceeded with.

The voting on the extension of the waterworks in New Liskeard resulted in only a small number of ratepayers casting their ballots. The majority for the by-law was 37.

About nine miles of the ditch for the gravity water pipe line are completed and the work of constructing the big pipe which is to convey the water to Calgary has been started.

The water supplied to Montrealers last year totalled 12,439,889,245 gallons. The daily demand is increasing. In five years the consumption has gone up by 10 000,000 gallons per day.

The new Ozone filtration plant in Lindsay is almost completed. The capacity of the tank is 1,500,000 gallons. When finished the water of Lake Scugog will be drinkable. It is thought the plant will be a success.

Hamilton fire and water committee has accepted the tenders of the Canadian Westinghouse Company, Hamilton and the John McDougall Company, of Montreal, for motors and pumps for the Beach pumping station, the combined cost being $20,148 or $2,028 higher than the tender of the General Electric Company, of Sweden, with the Montreal pumps.

Public Buildings.

A large brick school will be erected at Port Stanley.

Bulgarian citizens of Toronto have decided to build a church.

Moose Jaw has let the contract for a high school building costing $93,000.

The sum of $10 000 will be spent in decorating St. Mary's Cathedral, Hamilton.

The corner stone of the new Broadway school in Woodstock, N.B., was laid recently.

Strassburg, a progressive town in Saskatchewan is erecting a new town hall for which tenders are being called.

A new high school will be erected in the east end of Vancouver and two other schools in the south-west portion of the city.

A new school for higher commercial studies is being built in Montreal, the corner stone being laid last week by Premier Gouin.

J. C. M. Keith, of Victoria, won the $500 prize competition for plans for the new asylum building at Coquitlam. E. G. W. Sait, of New Westminster, was second, winning $250.

Construction work on the new general hospital, College Street, Toronto, will begin immediately. The plans indicate that the structure will cost $1,112,000 and will accommodate 400 patients. The cost of the site will be between $600,000 and $650,000 with a frontage of 728 feet on College St.

Building Notes.

Building operations are particularly active in Princeton, B.C.

The Bank of Montreal is erecting a fine new building at Stirling, Ont.

Alanson Moote will erect three brick houses in Hamilton, to cost $8,400.

H. J. Tharle will erect a large apartment house at Fort William, to cost $20,000.

The new Y.M.C.A. building at Woodstock, Ont., costing $20,000, was opened recently.

The Fraternal Order of Eagles at Nelson, B.C., will erect a hall, to cost $20,000.

The Bell Telephone Co. will erect a $300,000 building on Temperance St., Toronto.

A new $30,000 warehouse is being built in Vancouver for A. C. Flumerfelt, of Victoria.

The Thousand Island Mineral Water Co., Brockville, is putting up a large concrete addition.

The building permits in Vancouver for the first ten months of the year amount to nearly $5,000,000.

In Regina a $10,000 warehouse is in course of erection for the Hambury Construction Company.

M. E. Case is erecting four attached stores and dwellings on Queen Street, Toronto, to cost $10,000.

It is expected that the year's total of building permits in Victoria will reach over a million dollars.

The People's Brewing Co., Hamilton, is erecting a three-storey iron and concrete structure to cost $131,000.

The Pure Gold Mfg. Co. will erect a two-storey addition to their factory, College Street, at an outlay of $10,500.

The Rideau Stove and Plow Company of Smith's Falls will build a distributing warehouse, 40x70 feet, at Saskatoon, Sask.

The Scottish Co-operative Society has decided to erect six elevators at once along the Grand Trunk Pacific within Manitoba.

Stockwell & Henderson have taken out a permit for the erection of a $20,000 dye house and store at 78-80 King Street west, Toronto.

A permit has been issued for a Methodist Deaconess' Home, at the corner of St. Clair Avenue and Avenue Road. The cost will be $100,000.

In Montreal last month 126 new buildings were erected, at an estimated cost of $377,085, against 138 at a cost of $998,150 for October last year.

The Free Masons are erecting a new hall at Eglinton, the corner stone being laid recently by A. T. Freed, Grand Master of the Grand Lodge.

October was a decidedly busy month in building operations. The permits issued in the majority of cities exceeded those of the corresponding month last year.

The McLaughlin Carriage Company of Oshawa intend to erect a four-storey and basement factory and warehouse, corner of Church and Richmond Streets, Toronto.

Tenders are being asked for the construction of freight offices and sheds by the C.N.R. at Saskatoon. It is also possible the company will call for tenders for their new station at Saskatoon this Fall.

The number of permits in Toronto for the first ten months of 1908 exceeds that for 1907 by 68, although the estimated value is $3,442,533 less. October was decidedly active in the building line.

A handsome building in Belmont Park, Montreal, has been purchased by Lieut.-Col. Burland, for a tuberculosis dispensary. Plans are being prepared for its conversion into a hospital and dispensary, at a cost of $20,000.

A syndicate of English capitalists have bought the site and building of Knox College, Spadina Avenue, and will erect thereon a twelve-storey departmental store. The outlay for the site and building will be one million dollars.

The contract for the new Grand Trunk Pacific elevator at Fort William has been let to James Stewart & Co. The price is in the neighborhood of a million dollars. The elevator will have a capacity of 4,000,000 bushels and will be absolutely fire proof.

New building regulations have gone into force in London. The application must be signed by the builder and all plans be submitted to the city engineer and the city architect, who pass upon them. If the plans are satisfactory the permit is issued: if not, the plans must be amended until made satisfactory.

Bailey and Clark, Toronto, are putting up a pair of semi-detached houses, to cost $5,000. Other recent permits issued in Toronto include H. Galbraith, pair of houses, $5,200; John E. Hoare, dwelling, $6,500; A. L. East, three brick dwellings, $9,000; George Birdsall, frame detached dwelling, $12 000; Dr. F. L. M. Grassett, dwelling, $12,000; W. F. Petry, two pair dwellings, $11,000; T. Holmes, pair of dwellings, $5,000; Charles Parker, dwelling, $5,500; H. B. Johnson, alterations to warehouse, $14,000; Keltz Building Company, six pair dwellings, $18,000; D. J. Hayes, pair of dwellings, $5,000.

News of the Paint Trade

SUGGESTIONS FOR FALL DISPLAY

It is a great advantage to be seasonable. There is nothing adds more prestige to a dealer's name, there is nothing that makes him more popular than good seasonable window displays, says the Paint, Oil and Drug Review. It brands him a "live one." The usual will put forth their favorite argument that it is not as a rule an immediate trade drawer. Quite true. But there's a whole lot in a name; when you've got the name you'll get the trade; and seasonable display is one of the keys to a good name. So bear this in mind when you go to the expense of fixing up a fall window. You're not turning your expense into immediate cash returns, but you're cinching a lot that won't turn up for maybe some time, the callers you can't explain why come in and also gaining a big lap on your competitors. We have a few ideas to propose. They may not appeal to you, but still may instigate some idea of your own, and at any rate get you thinking about fall display.

A rather flowing idea of a fall window would be one with the back, sides and flooring covered with leaves. Long branches would not be hard to drape the back and sides with and loose leaves could cover the floor. Faded leaves, those with autumn tinge, would be most desired. In the centre of the window could be a pile of leaves probably three or four inches high with a single can resting on the pile. A show card would do well in this window and with the well known wording, "Five Strong Reasons for Fall Painting," "Ask the Clerk." Or another appropriate phrase would be this: "Are You Protected for the Winter?" "Just as Necessary as the Coat on Your Back, is the Coat for Your House."

Field corn with the shock half pulled off is another valuable article for window decoration. Strings can be hung from the ceiling at the back of the window and down the sides and in front about two feet from each side (leaving an appropriate open space in front) with the ears tied about every foot along the strings. A pyramid of cans in the centre with the corn piled all around it on the floor, and an ear protruding from each space in the group, would be good.

If the leaf window was made use of a change of idea could be incorporated one week as follows: A couple of twenty-five or fifty-pound kegs of white lead could be put in in place of the paint cans. Word your show card like this:

"This is Not Cider to Make You Feel Fine,
But White Lead to Make the House Feel Good."

A couple of specialties that will sell good this fall are radiator and stove enamel. Your friend, the plumber, has undoubtedly some old defective radiator sections laying around and will loan or sell you one for a small sum. Treat it half way with the enamel, put in window, and here is a card suggestion: "This is a Demonstration of Our Radiator Enamel. Remember a Radiator is an Article of Furniture."

If you want to stock the VARNISH that will bring customers back to your store for more VARNISH, and tell their friends where to get good VARNISH, that VARNISH is undoubtedly

Elastilite Varnish

For Outside or Inside Use

In Tins only, ½ Pint to 1 Gallon.

Manufactured only by

The Imperial Varnish & Color Co.
LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

One of the Reasons for Satisfaction

Every **Standard Heater** has a full metal lining passing ENTIRELY around the fuel chamber. This insures proper distribution of air to the burning carbon as well as an even distribution of the heated air. The fire never goes out till the user is ready to put it out and the maximum heat is drawn from the burning fuel

STANDARD HEATERS

are not only made right but also look right. That's half the battle in selling anything.

ASK FOR 1908 PRICES

Ask about the new package for
STANDARD CARBON

The best carriage heater fuel on earth. Made right. Packed right. Get ready for cold weather now. : : :

The Standard Stamping Co.
Marysville, Ohio - - U.S.A.

Phantom Picture, showing the new Carbon Package—every cake in a compartment by itself.

PAINT NOTES.

Pageau & Brunelle, painters, Montreal, have been registered.

The production of petroleum in California in 1907 exceeded in value the production of gold—$16,783,943, as against $16,727,928.

Paint and Oil Markets

MONTREAL.

Montreal, Nov. 6.—Brighter weather conditions, and the cessation of election excitement, have led to a more vigorous tone in the paint and varnish circles in Montreal. General shipments, however, continue on the light or sorting-up side, and it is not though that this month is going to be a record-breaker by any means. Still, taking everything into consideration manufacturers and jobbers are satisfied with the way things are shaping.

The markets are again unchanged. Turpentine continues steady, although the demand is not so good as it might be. Linseed oil looks to be shaping for an advance, although no alteration is yet in force. Putty has improved in demand.

TURPENTINE—A quiet demand only is being experienced for turpentine. Quotations continue of such a steady character that the line is entirely void of excitement or anything worthy of special note. We continue to quote turpentine at 54c for single barrels.

LINSEED OIL—There seems to be a scarcity of seed in the world's markets and crushers are decidedly much firmer in their views than they have been for some time past. It looks as if things were shaping for an advance in the near future. At present we continue to quote: Raw, 1 to 4 barrels, 50c; 5 to 9 barrels, 49c; boiled, 1 to 4 barrels, 53c; 5 to 9 barrels, 52c.

GROUND WHITE LEAD—A spurt has been experienced in shipments, but there seems to be plenty of well ground matured stock on hand. Orders, consequently, are rapidly filled and figures remain as follows: Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—There seems no disposition at present to stock up largely in red lead. The demand is fair. We continue to quote: Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

COLORS—There is a better flow of orders now that the travelers are getting to work again after the dull election times. Specifications, however, are on the light side. The best class of colors are going well.

VARNISHES—A steadiness prevails in the varnish departments. Orders, however, are evidently being carefully considered for they are not of any great weight although more numerous. House varnishes continue in good call. The feature of the week has been a marked advance in shellac, both in the gum and varnish forms. The large stocks which were recently precipitated on the markets having been assimilated, holders are now asking higher figures.

WHITE ZINC—As is usual in the autumn, there is an improvement in the shipments of white zinc, prices keeping steady. Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—A scarcity of bladders is throwing a large amount of trade into packages consisting of 25-lb. irons and 100-lb. drums. Generally speaking, an improved demand is noted. We continue to quote: Standard putty, 800-lb. casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

Toronto, Nov. 6.—Trade continues seasonable in glass and putty, white lead and oil, with a fair demand for such specialties as enamels, stains, floor waxes etc. A good trade is also being done in refined and machine oil, although the large shipments of winter supplies have all been sent out.

The cold weather has encouraged a better movement in glass but most new buildings have now been closed in and the bulk of the season's trade has been done, with stocks as a rule well run down.

TURPENTINE—The market has firmed up in the South following the close of the election campaign and an effort may now be made to advance prices as this is the season when production is at the lowest. Locally, no change has occurred but in the opinion of some the operators in the States may be able to force up prices. Quotations remain at the old figures: 53c; in bulk; 54c in 2-barrel lots, and 55c for single barrels.

The crop of flaxseed in Western Canada has been by long odds the best on record but the outside markets still control the price. The seed is commanding higher prices than were anticipated and as the Canadian crushers have, by extraordinary competition, kept oil down below the cost of importation it would not surprise anyone to see a considerable advance in the near future. Locally, prices are held firm. The single barrel price remains for raw 51c and 52c for boiled 54c and 55c f.o.b., the place of shipment; 5-barrel lots at 50c for raw and 53c for boiled.

WHITE LEAD—Demand continues fair from painters for finishing work. Genuine continues at $6.25; decorators, $6, and No. 1, $5.65. Genuine red lead remains at $4.50 for cask lots.

STAINS AND VARNISHES—There is talk of an advance but we still quote pure orange shellac at $1.95 and pure white at $2.

GLASS AND PUTTY—Standard putty is quoted at $1.65 for bulk and $1.90 for bladders in barrels; special is at $1.45 and $1.90, and pure linseed is at $1.80 and $2.05. Glass is unchanged.

"I Shall Use Brandram's B. B. Genuine of Course,"

answers almost any painter in Canada when asked as to the White Lead he will use on work where "The Best White Lead" is specified.

The men who "Know Paint" know that Brandram's B.B. Genuine White Lead will give the best results EVERY TIME.

It is the whitest and finest heavy-bodied White Lead in the world.

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

PURE PAINT ENSURES POSITIVE PROFITS

It's no use selling a customer a poor, unknown brand of paint and then having him come back to "raise Cain" because of its inferior quality. You're not only likely to lose a good customer then, but you lose all the future sales that would have been yours if you had sold him a reliable brand in the first place.

Moore's Pure Linseed Oil H.C. Paint

has many years of successful experience in paint making behind it. A can of our paint represents the knowledge of years not the work of hours. This experience gives you confidence in our paint and the quality of the paint gives the customer confidence in you. We save the money that is usually spent on enormous advertising accounts and invest this saving in better paint quality and lower price inducements.

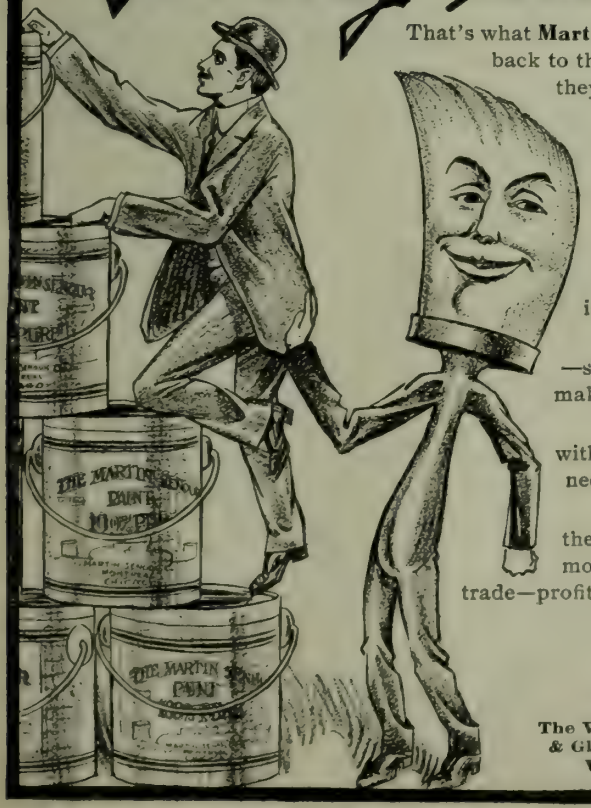
Drop us a card with questions attached — we'll be glad to answer them.

BENJAMIN MOORE & COMPANY, Limited

Manufacturers of PAINTS, COLORS, VARNISHES

West Toronto, Canada NEW YORK CHICAGO CLEVELAND

Giving the Dealer a Boost



That's what **Martin-Senour** Paint is doing. People are so **pleased** with it, that they come back to the dealer for **more** and incidentally for **other** goods. And why shouldn't they be pleased with Martin-Senour Paint?

It is the most durable—best looking—and most **economical paint** on the market. Don't you want to sell paint like that? Paint that pleases the buyer and attracts the passers-by? Of course, you do. Well then,

Martin-Senour Paint 100 Percent Pure

is the paint for you to sell.

It's pure—that's why it's the best. Test it any way you like—for purity—spreading qualities—wearing qualities and everything else that goes toward making the best paint.

Martin-Senour Paint satisfies every time. The man who paints his house with Martin-Senour Paint this year will come back for more the next time he needs paint. And every time he gets a chance he'll **boost** Martin-Senour Paint.

Mr. Dealer, are you selling all the paint that you ought to? If you're not, there must be a reason. You're not handling the paint that pleases best and most! Try Martin-Senour Paint and you'll increase your paint trade—regular trade—profits, because it **satisfies.** Write for our "Business Boosting Plan," terms, etc.

The MARTIN-SENOUR CO., Ltd.,

Pioneers of Pure Paints

Montreal **Chicago**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

PETROLEUM—A steady business is being done. Prices are unchanged at prime white oil, 13½c; water white 15c; and Pratt's astra, 17½c per gallon.

THE SELLING OF VARNISH.

A thorough knowledge of the lines handled in his store is an absolute necessity to the salesman who is ambitious and wishes to render his services of real value to his employer. He should not only know the selling price of the goods he handles, but should also be fully posted on their use, and, in fact, have a complete knowledge, practical and technical, so that he may be able to talk the line intelligently and convincingly to intending purchasers.

Varnish purchasers may be divided into two great classes; the Trade and the Public. As a rule, the Trade (painter, etc.) know what they want and how to apply the varnish when they have bought it. Equally, as a rule, the Public knows nothing about varnish and in most cases, will consult the storekeeper or his salesman before making a purchase. In some cases, however, they don't do so, and that fact often leads to trouble, It is a pretty safe rule never to sell the general public varnish until you have ascertained exactly for what purpose they intend using it. A few judicious questions will always secure this information without giving offence, and will, at the same time, show you whether the customer knows anything about the application of the varnish he or she is buying. If you judge that they don't, give them all the points you can. Be particular to find out whether they are going to use it on old work or new, what kind of wood it is to be applied over, and remind them that old paint or varnish should be thoroughly cleaned before they apply their new varnish, etc. In fact, post them as thoroughly as you can.

With the painter, however, to whom the varnish is an everyday experience, the proposition is an entirely different one, although even here complaints are liable to be made. Painters are sometimes careless, and at other times are driven by necessity to use varnish under adverse conditions.

Don't Condemn Varnish.

When you receive a complaint, don't condemn the varnish. Uphold it if you know it to be good material and start an inquiry as to how it was used and under what conditions. In ninety-nine cases out of a hundred you will find on investigation that the fault lies in the application of the varnish; it has been applied under adverse conditions or too heavy, or finishing coats laid on before the undercoats were thoroughly dried out. Varnish, like human beings, must be used fairly and considerately if you expect it to reflect credit upon itself. Don't permit good varnish to be blamed unjustly. Defend it! If it produced satisfactory results in one or more cases under your observation and within your knowledge, it is sure to give entire satisfaction in all cases where conditions of application and atmosphere are similarly favorable. By studying the varnish subject from a technical standpoint you will soon be in a position to successfully handle these complaints when they arise, and to prevent them in most cases.—From "Talking Points for Store Salesmen."

A VALUABLE ASSET.

Enthusiasm is your most valuable asset. It is the stellar quality for a paint salesman to have. With a new customer you are catering to one who does not know, and who is, therefore, influenced only by the strength of your own convictions.

Of course, you cannot enthuse about something you are not justified in enthusing about. Therefore your goods must be reliable, having the reputation and have proved. Enthusiasm or less than that, the slightest recommendation in behalf of unreliable goods, is misleading, it is dishonesty.

Enthuse about your paint, if you are justified. If not justified instal a brand that you will be. When you enthuse your customers will enthuse after use, and then you are assured it is no other brand for them from then on.

REASONS FOR FALL PAINTING.

There is no better time for exterior painting than in the fall. It is true that there is usually a "wet spell" along about the equinox, but aside from that there is a long period of good weather during which much outdoor painting may be done.

In the spring there is, ordinarily, a plethora of work for the painters, and, when men have more than they can do, there is ever a temptation to rush and slight their work. A hurried, slovenly-painted job is pretty sure to go wrong, and just so surely is the paint blamed when trouble develops.

Many buildings are painted in the early spring before the "weather has settled' and before the surfaces painted have had time to dry out.

Paint applied between showers and to surfaces that have become damp through a long period of rain, sleet, snow, frost and but little sunshine, will peel unless it is applied with more than ordinary care and with more than the usual amount of "elbow grease." We can hardly expect extraordinary care and an unusual expenditure of muscle at a time when the painter is "rushed to death."

During the summer, weatherboards, brick and cement surfaces dry out thoroughly, where there is not too much shade, and such surfaces are in better condition to receive paint than they were in the spring.

Where a building, surrounded by trees and foliage, has been so shaded as to prevent its drying out during the warm weather, the trees should be trimmed and the foliage cut away, so that the sun may get in and prepare the surface to receive the paint.

And there is still another reason why fall painting is desirable. When paint is applied at a time when the sun is hot, and getting hotter, the very life is baked out of the paint; the drying is unduly hastened and the paint film is short-lived.

In the autumn there is a gradual lessening of the sun's heat, and during the cold weather that follows the paint has a chance to dry naturally. By the time warm weather comes the paint is in the best condition to withstand the sun's rays.

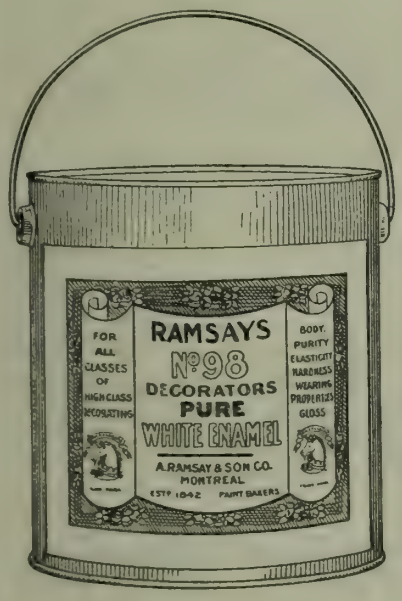
Everything considered, it is rather remarkable that the advantages of fall painting are not more generally appreciated.—Patton's Monthly.

"THE 'ELEPHANT' WHITE LEAD RETAINS ITS ASCENDENCY BY ACTUAL MERIT."

THE
CANADA
PAINT
COMPANY
LIMITED

HIGH GRADE ENAMEL

Some day your painter tells you he wants a high-grade White Enamel. He doesn't want the ordinary White for everyday work. He has a customer who insists on the best and it's up to the painter to get it for him, or let somebody else do it. When a painter comes at you with such a demand, don't hesitate —here is the solution:



Not a thing goes into Ramsay's Decorators' Pure White Enamel but high-grade, pure material. The heart of the secret of its strength, beauty, and purity is the varnish in which it is ground. This varnish is carefully manufactured in our works, at 106 William Street, and it is a secret of which we are justly proud, and all put together under the personal supervision of our chemist who has had a wide experience in enamel making in England.

Send for our Booklet.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

$ $ THE QUESTION OF PROFIT $ $

Involves the question of quality. If you sell a customer a paint of inferior quality its usefulness is quite likely to fail at the time when it is needed most. In that case the buyer blames YOU. In order to avoid such dissatisfaction and consequent loss of trade to you sell him

NEW ERA PAINT

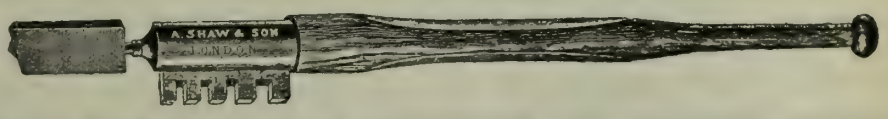
and turn his criticism into praise. New Era Paint has lasting, durable qualities that keep it on the woodwork in a way that is pleasing to the sight, satisfactory to the customer and profitable to the dealer.

Its price is reasonable—its value great
Let us send you list of discounts.

Standard Paint and Varnish Works Co. LIMITED
WINDSOR, - ONTARIO

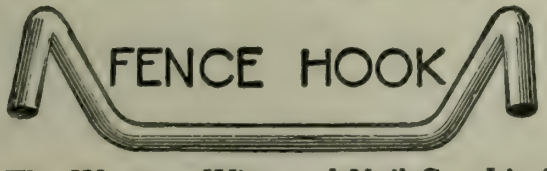
SUNLIGHT GOLD PAINT
Patented 1906.
BEST ON THE MARKET.
THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.
Manufacturers
RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

HOUSE-CLEANING TIME IS A GOOD TIME TO PUSH LACQUERET

Lacqueret is needed in every home. The most faded woodwork takes on new life and beauty when Lacqueret is applied. It is not a stain nor a paint, but a translucent lacquer made in various colors to suit various requirements. There is nothing just like Lacqueret on the market—nothing so clean to work with, so effective in restoring life and good looks to any kind of worn woodwork.

We Have a Plan to Interest Your Customers—

in Lacqueret. It is a good plan, and it helps you to increase your sales of Lacqueret without putting you to any expense. Write us for the details.

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

ISLAND CITY
Paint and Varnish Works

The STRONGEST and BEST DRY COLORS manufactured are produced at our works on St. Patrick St., Montreal. They are superior in every respect to any imported. The largest users know that by buying Dry Colors "made in Canada" they save the duty, and they also know that satisfaction is assured when they get

"Island City" Pure Chrome Yellows
"Island City" Pure French Greens
"Island City" Pure Vermilions
"Island City" Pure Permanent Reds
"Island City" Pure Prussian Blues

P. D. DODS & COMPANY, LIMITED

264 St. Patrick St., MONTREAL

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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CAPITAL - - - - - - - - $1,400,000.00
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WESTERN ASSURANCE COMPANY.

Incorporated 1851

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HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

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Capital Paid Up, - - $1,000,000.00
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We Solicit Your Account.

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Collections promptly attended to.

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open at all branches.
Interest allowed on all deposits of one dollar and upwards.

Hardware Window Dressing

For years we have been receiving inquiries for a book on Hardware Window Dressing, as experience has shown that good window displays increase business. Only a few weeks ago this book was placed on the market. Since that time it has had an immense sale—many orders were waiting for it before it came off the press. It illustrates and explains how hardware windows may be dressed to the best advantage—how they may be made to SELL GOODS.

256 pages with 200 illustrations with full working descriptions.
A PAYING INVESTMENT FOR HARDWARE MERCHANTS.
Price $2.50, Postpaid

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10 Front St East - - - - Toronto

Atkins Silver Steel

Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

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HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

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WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc. apply Trinidad Shipping & Trading Co 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Now. Closes on May 1.

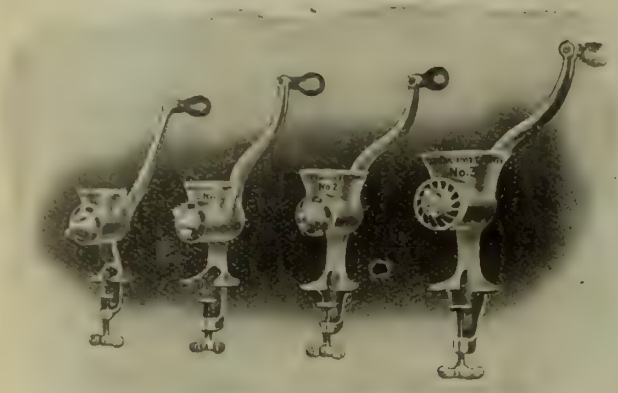
Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

SIMPLE—CLEAN—RAPID

These are three outstanding features of the

"GENERAL" and "SHIRREFF"

Steel Knife Food Choppers



Both the General and Shirreff Choppers are equipped with five self-sharpening steel knives, which cut as coarse or fine as desired. All parts of these choppers are interchangeable and thoroughly tinned to prevent rusting. They are so constructed that whatever is being chopped lubricates all bearings where friction occurs. They are the strongest, cleanest, quickest and handiest choppers on the market. Price List Sent Gladly on Request.

SHIRREFF MFG. CO., Limited

BROCKVILLE, - ONT.

The "Galt" Steel Shingle

Not the First Shingle but the first Perfect Shingle.

Handsome, easily laid and absolutely weather tight. Improved side and end locks—no notches and no cleats. Closed valley overcomes weakness of other locked shingles.

Ask us for catalog, prices and samples.

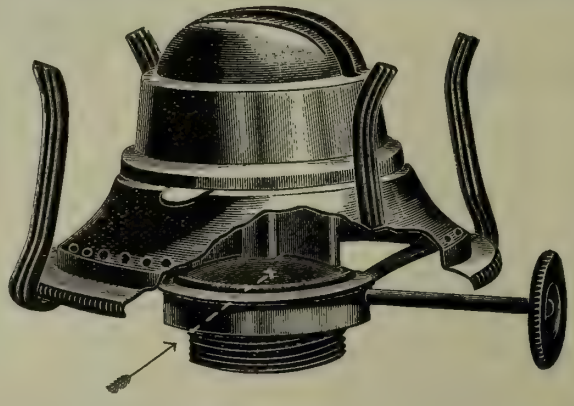
The Galt Art Metal Co., Ltd.

GALT, - ONTARIO

TALKING POINTS FOR DEALERS

WELL WORTH CONSIDERING

On our BANNER, CANADA, ONTARIO and HICONE Lamp Burners



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire.

OURS DON'T

Manufactured by

ONTARIO LANTERN & LAMP CO., Limited, HAMILTON, ONT.

From Top to Bottom

of this list, each and every article is benefitted by a liberal use of BON AMI, the cleaner and polisher at one operation.

These articles are to be found in every home, which shows the wide field of utility of BON AMI.

Therefore you run no risk in ordering BON AMI. It is bound to sell because every one wants it.

CAN BE HAD FROM ANY WHOLESALER
FROM OCEAN TO OCEAN

Cases of 3 doz. $1.19 per doz. or $14.28 per gross

F. O. B. wholesaler's shipping Point.

Lots of 5 gross, $13.40 per gross

Delivered to any railway station from Halifax to Vancouver.

Terms : Net 30 days.

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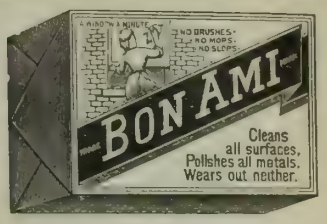
HUDON, HEBERT & Co.

LIMITED

Montreal

The most liberally managed firm in Canada



GLASS and PORCELAIN
- Windows
- Mirrows
- Show Cases
- Lamp Shades
- Chimneys

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- Tin
- Silver
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CELLULOID

MARBLE WORK

WOOD WORK

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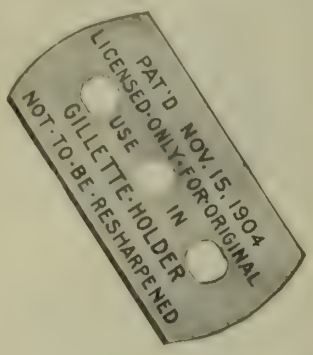

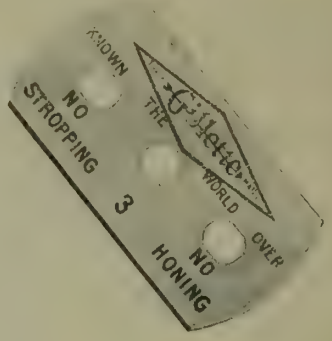

The "New Process" GILLETTE Blades

The Gillette Safety Razor Company has brought out a New Blade, Keener and More Durable than any other Razor Edge ever Before Produced.

THE ACME OF SHAVING LUXURY

This "New Process" Blade is the result of over four years of careful study and experimentation.

The blade is superfine steel, now made after our own secret formula, and is the only steel made which will take the keen edge given "New Process" Blades.

The steel is rolled to the thinness of paper —made flexible and stamped into blades.

The blades are then subjected to our new tempering process, which renders the steel so hard that it will cut glass.

Automatically regulated machines sharpen both edges on every blade with powerful pressure and unswerving precision, producing a shaving edge keener and more durable than any other razor edge ever before produced.

No matter how satisfactory the "GILLETTE" has been, you will find that your customers will be more than delighted with "New Process" Blades — with their greater keenness and durability, with the increased number of shaves that they obtain with each blade.

The advertising of the "New Process" Blades started October 1st in the American magazines and newspapers, and throughout Canada on November 1st. We are already receiving calls for "New Process" Blades from those who have read the advertisements in the United States publications. The demand will start with a rush as soon as the Canadian advertising makes its appearance. Be ready for it. Send in your orders now, and get all the advantage of our publicity.

"New Process" Blades are put up in nickel-plated boxes, absolutely damp-proof, which hermetically seal themselves every time they are closed. This box, when empty, makes a handsome and convenient match box. Twelve "New Process" Blades, in box, will retail for $1.

Gillette Safety Razor Co. of Canada, Limited · Montreal

SEND FOR PRICES TO-DAY.

Here Is a Quick Seller For These Reasons

It produces a vapor-like spray and can be used for lawn or garden.

It does not wash away the dirt and expose the roots to the sun.

It does not upset, and can be easily pulled from one place to another without shutting off water.

It has no movable parts to get lost or out of order, and will last a lifetime.

It will not rust, and is made of a heavy hollow brass ring 8½" in diameter.

It gives a refreshing atmosphere for hot weather, and is a quick seller.

Novelty Manufacturing Co., Waterbury, Conn.

Manufacturers of Specialties and Metal Goods.

Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

LION TRADE MARK BRAND

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.

CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.

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TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

Three Chances To One

The Agent for the manufacturer of a **single line** of roofing has but **one chance** to make a sale. Our agent has **three different** styles to show—**three chances** to secure an order. Which agent will do the largest roofing business? Why, our agent, of course. Let us send you samples of Brantford "Crystal," Brantford "Asphalt," and Brantford "Rubber" Roofing.

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

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General Supply Co. of Canada, Limited	219-221 Bank Street, Ottawa 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - - -	Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - -	Vancouver, B.C.
Imperial Export Co. - - - - - - - - - -	Toronto, Ont.

Turn Your Losses Into Profits

Cut 6—Under the Floor Outfit

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

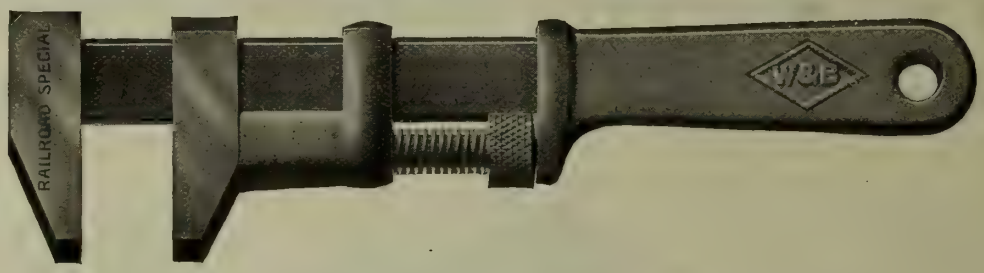
Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

S. F. Bowser & Co. Limited

66-68 Fraser Avenue, Toronto

If you have an old Bowser and want a new one, write for our liberal exchange offer.



The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

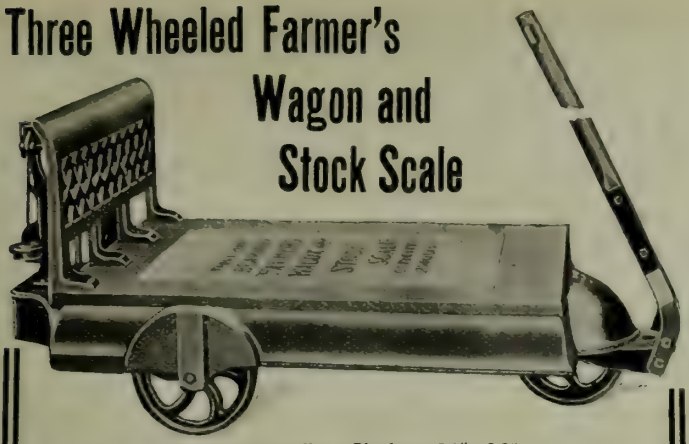
St. Catharines

Ontario

W&B
TRADE MARK

W & B CO
TRADE MARK

Three Wheeled Farmer's Wagon and Stock Scale



Capacity 2,000 lbs. Platform 24" x 36"

This scale is designed to fill a long felt need for something more convenient and portable than the ordinary Four Wheeled Platform Scale which is awkward to move about and must be placed on a perfectly level floor to weigh correctly.

This scale will weigh correctly on an uneven surface and is very handy and easy to move about even with a load on it.

It is a great seller. We manufacture them by hundreds. Write for particulars.

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONT.

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

The Fence Problem Solved

It is if you show your customer the several talking points that have made the

"DILLON" HINGE STAY FIELD FENCE

the best there is in field fencing. The "Dillon" has several distinctive features that make it well worth while.

Our Catalogue will tell you about them. Let us send it to your address.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

WIRE ROPE

GREENING

All kinds and sizes, and for all purposes

Standard & Lang's Patent Lay

PRICES RIGHT. PROMPT SHIPMENTS.

Rope Fittings. Rope Grease

THE B. GREENING WIRE CO.
LIMITED

HAMILTON, Ont. **MONTREAL, Que.**

THE LARGEST

HOCKEY STICK

Manufacturer in Canada

The BEST and CHEAPEST Stick on the market.

Salyerd's Special

Takes the lead through Canada and the United States.

Wholesale and Jobbing Trade only supplied.

Manufactured by

E. B. SALYERDS,

Preston, Ont., Can.

Please note the address.

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

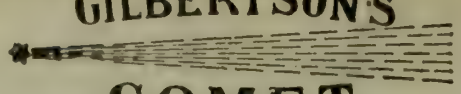
All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

GILBERTSON'S COMET



Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB, - 13 St. John St., Montreal

Sole Canadian Agent
W. GILBERTSON & CO., LTD., Makers, Pontardawe, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

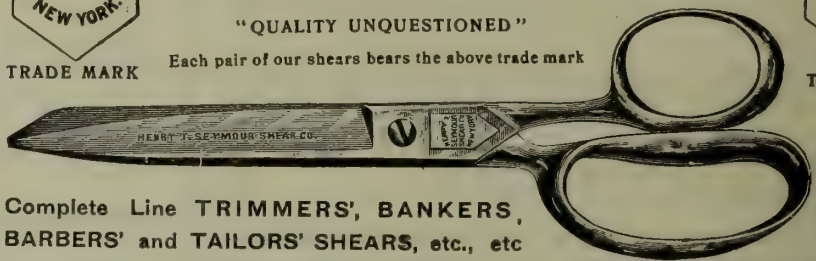
SEYMOUR SHEARS

have been the Standard for over seventy years

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



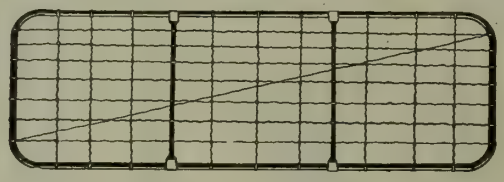
HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



A GUARANTEE

Were not this gate perfect we could never have sold the number already placed hundreds of thousands—to railways, farmers, etc. These sales are a guarantee of excellence.

Prices on application

OTTAWA WIRE FENCE & GATE CO., 164 Bank St., OTTAWA
Wire Goods Makers
R. W. Grant - - - - - - - - - - Manager

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

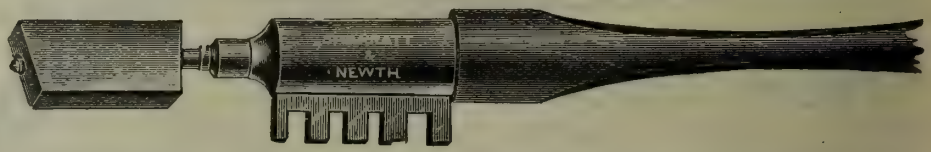
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

ESTABLISHED 1850.

JOHN HASSALL, INC.,

RIVETS,

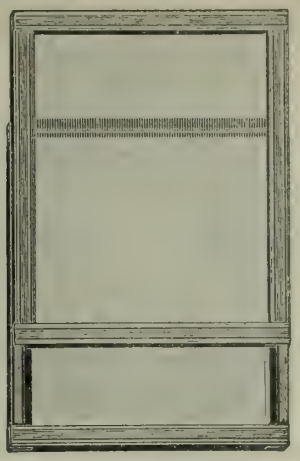
ESCUTCHEON PINS,

SPECIAL WIRE NAILS.

OFFICE, 183 LAFAYETTE ST., NEW YORK

WORKS, CLAY AND OAKLAND STS., BROOKLYN

IN ALL METALS.



THIS SCREEN WILL PLEASE YOU

Here is a window screen that hasn't a bad feature about it. The frame is made entirely of good seasoned wood, without any metal strips; and forms a bearing along its full length. The edges of the wire cloth are completely covered leaving no rough edges to catch in curtains, etc. Its adjustment is perfect and its finish very attractive.

Better write for a copy of our new catalogue.

THE SANDERSON HAROLD CO., Limited

PARIS, - - - ONTARIO

Manufacturers of Screen Doors and Windows and Refrigerators.

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Class and Flint Cloths and Papers, etc

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street

MONTREAL

Write to-day, we need you and you need us.

PHENIX HANGERS AND FASTENERS

solve the problem

How to Hang and Fasten Window Screens and Storm Windows.

Easily hung or removed from inside. Clean windows, ideal ventilation. No flies, solid comfort. Retail at 10c., 15c., 20c. and 30c. per set with screws. For catalogue and trade discounts address

PHENIX MFG. CO.

038 Center Street

Milwaukee, Wis.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,

13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

"QUEEN" LOOP SNAP

Strong Durable

No 200—Another addition to our line.

COVERT MFG. CO., TROY, N.Y., U.S.A.

THE SHREWD DEALER

takes no chances on QUALITY when he is sure of HIS BASE OF SUPPLIES. Take the matter of ROOFING, and ask any man if he wishes to take a chance on inferior or unknown brands. OUR GOODS ARE BACKED BY A GUARANTEE. Guarantee that they build and HOLD your trade, because IT'S IN THE GOODS known all over the Dominion for QUALITY. READY ROOFING, TARRED FELTS, SHEATHING, WRAPPING AND BUILDING PAPER.

THESE ARE THE BRANDS:

Tarred Felt, and Joliette and Cyclone Sheathing

In addition to QUALITY our PRICES are always RIGHT.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

November 7, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson' ....per lb...	0 09½
Hallett'	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 60
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER. Per 100 lb.

Casting ingot..........	14 50	14 00
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz......		21 00
Plain, 16 oz,, 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base...............		30 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 23	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 45	2 50
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 45	2 60
All bright "	3 50	3 60
Galvanized—	**Dom. Crown.**	**Ordinary.**
18x24x52	4 45	4 35
60................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 55	3 65	....
22-24 ..	3 95	3 80	3 75	4 05
2	4 20	4 05	4 15	4 30
23........	4 45	4 30	4 35	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. .... " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2		18 75
Middlesboro, No. 3 pig iron..	18 50	20 25
Summerlee. No. 2 " ..	20 00	20 25
Carron No. 1	22 50	....
Carron ,special......	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 25
Clarence, No. 3	18 00	19 50
Radnor, charcoal iron........	32 00	32 00
Angles..................	2 60	2 65
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel............	1 90	....
Sleigh shoe steel....	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign).. .	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 25
Sheet cast steel..............	0 15	0 15
Toe calk steel..............	2 40	2 75
Mining cast steel....	0 07½	0 08
High speed	0 60	0 65
Capital tool steel	0 60	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08½
Corona tool steel	0 06½	....
Silver tool steel......	0 12½	....

INGOT TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb. $33 00 32 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box
I C, 14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base..........	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65. "	6 75	7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	....	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 60	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 30 and 2. Toronto, 30 and 5.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10½	0 09½
Heavy red brass....	0 10½	0 10
" yellow brass	0 08½	0 08½
Light brass................	0 06	0 06
Tea lead.......	0 02½	0 02½
Heavy lead...............	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	12 00	14 00
Stove plate...............	11 00	10 50
Malleable and steel	9 00	8 00
Old rubbers....	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 70 per cent.
High grade compression work, 65 p c.
Cushion work. 50 per cent.
Fuller work, 75 and 10 p.c.; No. 0, 80 p.c., and 1 and 2 basin cocks, 75 and 10 p.c.
Flatway stop and stop and waste cocks 75 p.c.; roundway 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves. 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass. Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard, 65; Patent Quick-Opening Valves, 70 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " ...... "	1 50
No 7 Fuller's .... "	2 00
No. 4½, " .... "	1 85
Patent Compression Cushion, basin cock, hot and cold, each..........	$1.25
Patent Compression Cushion, bath cock, No. 2208, each................	2 20

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon. Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on January 1, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch........	2 03	⅛ inch........	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 48
½ "	3 56	½ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 95
4 "	33 48	4 "	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 65, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 55 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ .... per lb.	0 35	0 40
2-lb. or over .... "	0 30	0 32

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19	0 19½
Wiping........................	0 18	0 18½

PAINTS, OILS AND GLASS

[illegible]

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone) ..	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)........	0 01
Sugar of lead........	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 [illegible]
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons..........	0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

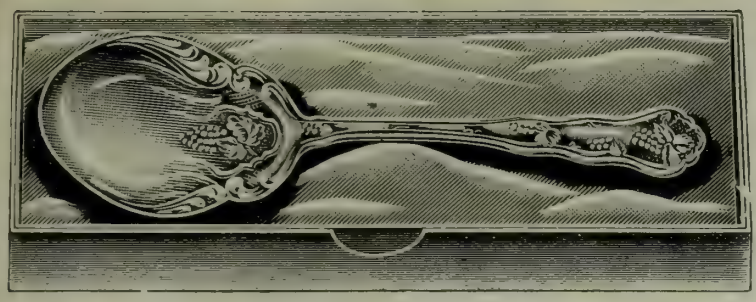
In bbls	1 00

PARIS GREEN.

Barrels..........................	0 24½
25-lb. drums......................	0 25½

PIGMENTS.

Orange mineral, casks........	0 09
" " 100-lb. kegs	[illegible]



Grape Berry Spoon

Silver and Gilt Bowls

These spoons are made of the best quality of material by skilled workmen. Our guarantee backs up our goods and our goods make good our guarantee. Write for quotations when we will be glad to explain further advantages to be had in selling our lines.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 117 d'Youville Sq., Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PREPARED PAINTS.

	Quart	can
Barn (in bbls.)	0 85	0 90
Sherwin-Williams paints		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 00
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

Bulk in bbls	1 65
Bladders in bb's	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bb's	0 17
Benzine, per gal single bls	0 15½
Turpentine, single barrels	0 53 0 55
Linseed Oil, raw	0 50 0 51
" boiled	0 53 0 54

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine government standard	5 50	6 25
Decorators' Pure	5 85	6 10
No. 1 Canadian	5 15	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 80	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P. lead	5 80	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs, "	5 00 5 00

WINDOW GLASS

Size United Inches	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 85	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
81 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto. List 20 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, "	0 07
No. 2, "	0 06½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 55

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic oak		1 50
Furniture polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
" union		0 85
Light oil finish		1 30
Gold size japan		2 00
Brown japan		1 00
No 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Flatine floor finish per gal		3 00
Elastica exterior finish 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 4 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells 5 50 8 00
American, house bells, per lb. 0 35 0 40
Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1 per 500 ft. roll	0 55
Plain Surprise per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch per 100 lbs	0 65
Heavy Fibre 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, bris., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Cans and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 85 2 00
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000.	
Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	1 75
Coil, 8 to 11 in. "	0 95 1 65
English "	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 59, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50 1 10
Clothes line, No. 61 "	0 00 0 70
Harness "	0 60 12 00
Hat and coat per gro.	1 10 10 00
Chandelier per doz.	0 50 1 00
Wrought hooks and staples—	
¼ x 5 per gross	2 65
5-16 x 5 "	3 30

Bright wire hooks, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50 2 50
Bronze, Berlin per doz.	2 75 3 25
Bronze, Genuine "	6 00 9 00
Shutter, porcelain, F. & L. screw per gross	1 30 2 00
White door knobs per doz.	2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

S. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 20 2 40
Solid "	1 50 1 75

SASH CORD.

Per lb	0 25 0 26

BLIND AND BED STAPLES.

All sizes, per lb	0 07½ 0 10

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	8 00 9 00
Double bit, "	10 00 11 00

Bench Axes, 40 per cent.
Broad Axes 25 per cent.

Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 9 00
Handled Axes	7 00 9 00
Red Ridge, boys', handled	5 75
" hunters	5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.
Clark's gimlet, per doz 6 85
Diamond, Shell, per doz 1 00
Nail and Spike, per gross 2 25

BUTCHERS CLEAVERS

German per doz.	7 00 9 00
American "	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13
S. & D., " 5 "	0 11½
S. & D., " 6 "	0 18
Boynton pattern "	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.	
Canadian, 25 to 27½ per cent.	
Magnetic tack per doz.	1 10 1 20
Canadian sledge per lb.	0 07 0 08½
Canadian ball peen, per lb.	0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz	4 40
" " 2, "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25 1 50
Carpenters', hickory, "	1 25 3 75
Lignum Vitae "	3 85 5 00
Caulking, each	0 60 2 00

MATTOCKS.

Canadian per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	8 00 9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO **MONTREAL** **WINNIPEG**

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz.	2 00	5 00

Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler's .. ..per doz.	1 00	1 85
Conductor's.......... "	3 00	15 00
Tinners', solid..........per set	....	0 72
" hollow......per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood. No. 68 2 foot doz..........	1 00
Ivory, No. 1282, 2 foot, each..........	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Disston's Crosscut....per foot	0 35	0 55
Hack, complete..........each	0 75	2 75
" frame only........each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck. Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip. 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect................	4 00
X-Cut Sets. "	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.	....	16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Steel No. 14 75 and 2½, doz..........	$23 00
Iron, No 492, "	1 85
" " 493 "	2 15
" " 494 "	3 25

TAPE LINES.

English ass skin No 921, 66 ft., doz	2 85
Universal ass skin, No 714, 66 ft., doz	3 00
Lufkins, linen, No 4 4, 66 ft, each ...	0 94
" steel No. 264 66 ft. each	3 15
Chesterman's, linen, No 1822 66 ft. ea.	1 10
" steel No. 1820, "	1 70

TROWELS.

Disston's, discount 10 per cent.
S & D. discount 35 per cent

Berg's, brick, 924x11	4 00
" pointing, 924x5..........	2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in (100 ft)	....	3 25
" " 1¼ x 3-16 in (100 ft)	....	
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail...............		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	9 00
" " ½ " .... "	10 00
" " ⅝ " .... "	12 00
Leather, 1-inch ......per doz.	4 00
Leather, 1¼ " ...... "	5 20
Web................ "	2 45

HOES.

Garden, 50 and 10 per cent.

Planter.............. per doz.	4 00	4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1 f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2 75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2 95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net.................	8 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent

Lock, Andrews'	4 50	11 00

STABLE FITTINGS.

Warden King, 25 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..............	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's....................		0 13½
Berg's, per lb..................		0 12½
Brook's.		0 12½
Pipe Vise, Hinge, No. 1		3 50
" " " No. 2...... . .		5 50
Saw Vise.......... ..	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts....................	60
Bolt Ends......................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint......	70 and 12½

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 12½.

CHAIN.

Proof coil, per 100 lb. ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in, $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5 25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut	Wire.
2d...........................	3 80	3 25
3d...........................	2 85	2 95
4 and 5d....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d...................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails. 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.

Bench, wood ....per doz.	3 25
" iron .... "	4 25

Set, case hardened, dis. 60 per cent
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 6[illegible]
9 and 10 gauges..................	0 7[illegible]
and 8 "	0 90
5 and 6 "	1 [illegible]
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	[illegible]5
9 and 10 gauges	1 4[illegible]
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.

Empire hockey sticks, per doz ..	3 00	3 50

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's..	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz	3 50

Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount
Flatware, staples, 40 and 1 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Clauss Brand Household Shears

FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.

ASK FOR DISCOUNTS

The Clauss Shear Co., :: :: Toronto, Ont.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 5 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc. 45 p.c.
Copper nitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz.		0 65
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 per cent.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch .....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.		6 75
Lift Tubular and Hinge Plain,	"	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "		8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 48	

Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz.	2 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 8 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.95; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 80 Galvanized.... 3 20

HAY WIRE IN COILS.

No. 13, $2.70: No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9. $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.	

WIRE ROPE

Galvanized 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE.

BROOMS.

Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs, "		14 00
1 " "		12 00
2 " "		10 00
3 " "		8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz.	10 55

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M	2 25
Small heel	4 50

CARPET STRETCHERS.

American .....per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal	0 09½
Pure Manilla	0 12
"British" Manilla	0 10
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
" double	0 09
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging "	0 27 0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ½c. less; 5-ton lots, ¼c. less.
Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 30
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 45
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	23 00
" under 40 lb., "			24 00
" 200 lb. and over "			28 00

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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
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Bolts.
Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Box Strap
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Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
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Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co, Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N Warminton, Montreal.

Coal Chutes.
Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
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Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
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Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd, Montreal
Heintzman, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
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Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
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Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.
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Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
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Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
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Disston, Henry, & Sons, Philadelphia, Pa.
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Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.
Roper, J. H., Montreal, Que.
Marlin Firearms Co., New Haven, Conn.

Fire Escapes.
Manitoba Iron Works, Winnipeg, Man.

Fishing Tackle.
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Food Choppers.
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Glaziers' Diamonds.
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Handles.
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Hardware Specialties
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Harvest Tools.
Ross Bros., Edmonton, Alta.

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Hockey Sticks
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Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.
Injectors—Automatic.
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Iron Pipe.
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Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.
Locks, Knobs, Escutcheons, etc
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National Hardware Co., Orillia, Ont.
Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke. Ont.
Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Metals.
Abbott, Wm., Montreal
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
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Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.
Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.
Metal Polish, Emery Cloth, etc.
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White Mop Wringer Co., Fultonville, N.Y.
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Canada Screw Co., Hamilton, Ont.
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Montreal Rolling Mills, Montreal
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Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto, Ont
Jamieson, R. C., & Co., Montreal.
Lucas, John & Co., New York
McCaskill, Dougall & Co., Montreal.
Montreal Rolling Mills, Montreal
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal
Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.
Plumbers' Tools and Supplies.
Canadian Fairbanks Co., Montreal.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, L d., Montreal
Jardine, A. B., & Co, Heapeler, Ont.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co., Montreal & Toronto
Stairs, Son & Morrow Halifax, N.S.
Stephens, G. F., & Co., Winnipeg, Man.
Portland Cement.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson B. & S. H. & Co., Montreal.
Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros., 8 Reade St., New York City.
Refrigerators.
McClary Mfg. Co., London, Ont.
Sanderson Harold Co., Paris, Ont.
Registers.
Hart & Cooley New Haven, Conn.
McClary's London, Ont.
Pease Foundry Co., Toronto
Rivets
Brantford Screw Co., Brantford, Ont.
Canada Screw Co., Hamilton, Ont.
Hassall, Jno., 183 Lafayette Street New York.
Montreal Rolling Mills Co., Montreal.
Roofing Supplies.
Brantford Roofing Co., Brantford.
Barrett Mfg. Co., New York.
United Roofing & Mfg. Co., Philadelphia, Pa
Galt Art Metal Co, Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Patent Vulcanite Roofing Co., Chicago, Ill
Sash Hangers
Phenix Mfg. Co., 036 Center St, Milwaukee, Wis.
Sash Weights
The Buchanan Foundry Co, Lebanon, Pa
Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg Co., Fitchburg, Mass.
Simonds Canada Saw Co., Ltd., Montreal, Toronto and St John.
Spear & Jackson, Sheffield, Eng.
Scales.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.
Screen Doors and Windows
Sanderson Harold Co., Ltd., Paris, Ont.
Screws, Nuts, Bolts.
Brantford Screw Co., Brantford, Ont.
Canada Screw Co., Hamilton Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Hyde, F., & Co., Montreal.
Shafts
Chicago Flexible Shaft Co., Chicago, Ill.
Shears, Scissors.
Clauss Shear Co., Toronto.
Shovels and Spades
Frothingham & Workman, Montreal.
Silverware.
McGlashan, Clarke Co., Niagara Falls, Ont.
Snaps
Covert Mfg. Co., Troy, N.Y.
Sprayers
Cavers Bros., Galt
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
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Morris & Bailey Steel Co., Pittsburg, Pa.
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Dennis Wire & Iron Co., London
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Nova Scotia Steel & Coal Co., New Glasgow, N S
Stove Pipe.
Thos. Davidson Mfg. Co. Montreal
McClary's, London, Ont.
Kemp Mfg Co., Toronto
Stoves, Furnaces
Bowes Jamieson Co., Hamilton, Ont.
Canadian Heating & Ventilating Co. Owen Sound.
Davidson, Thos., Mfg. Co., Montreal
Findlay Bros, Carleton Place, Ont.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Kemp Mnfg Co. Toronto
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.
Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.
Tin Plate.
Lysaght, John, Bristol, Newport and Montreal
Ventilators.
Harris, J. W., Co., Montreal.
Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor Forbes Co., Guelph, Ont.
Water Filters.
Buffalo Mfg. Co., Buffalo N.Y.
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London Foundry Co., London Ont.
Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto
Revillon Bros., Edmonton, Alta.
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Hobbs Mfg. Co., London, Ont.
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Canada Wire Goods Mfg. Co., Hamilton
Partridge & Sons, Hamilton, Ont.
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Dominion Wire Mnfg. Co., Montreal
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"Champion of the year." *New York Herald, July 16th.*
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"The new Canadian rifle has made an unexpected and altogether successful appearance." *London Daily Mail, July 15th.*
"Great triumph for the Ross rifle which has beaten all the world's rifles." *London Standard, July 15th.*
"Many experts declare that Ross rifle better than new U.S. Rifle." *Nottingham Guardian, July 17th.*
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"The Ross rifle achievements were truly remarkable." *London Evening Standard, July 15th.*
"Great victory for the Ross rifle from Canada." *London Daily Express, July 15th.*
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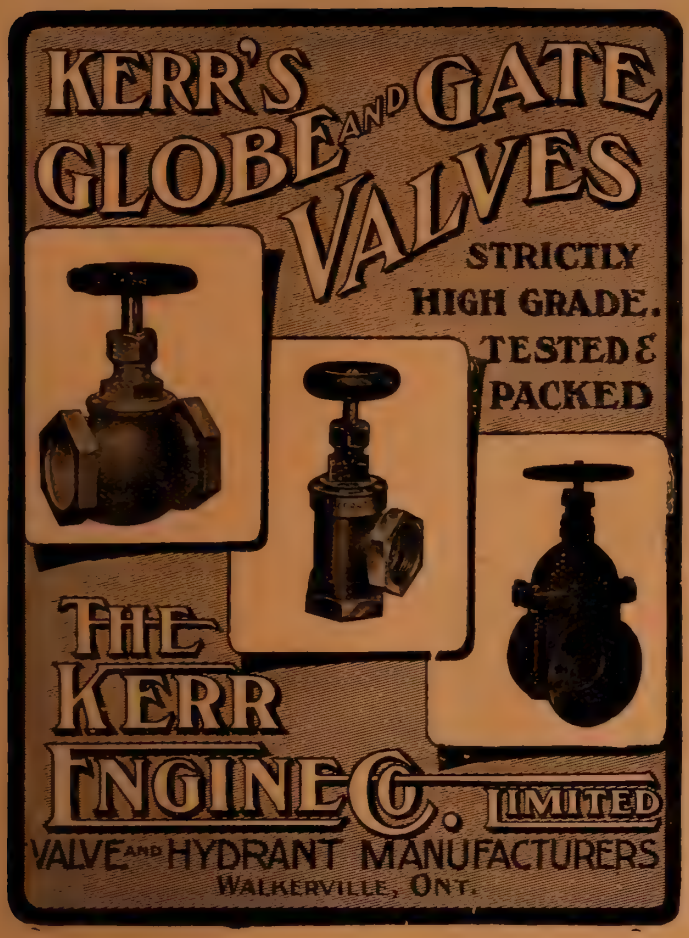
Wood Screws, Rivets, Wire, Machine Bolts and all other kinds of Bolts, a little better made than others you can buy. Let us quote you on your next requirement. We can make prompt delivery.



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They are made from the cleanest, toughest hickory that grows, shaped and finished to perfection, and shipped in attractive individual sacks. : : : :

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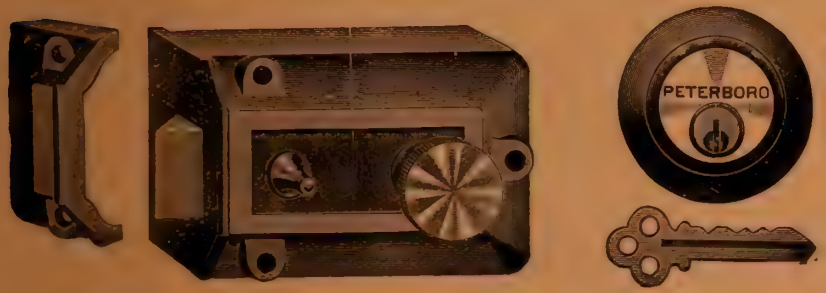

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Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

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Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

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HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

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VOL. XX. PUBLICATION OFFICE: TORONTO, NOVEMBER 14, 1908 NO. 46.

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
For Sale by leading Wholesale Hardware Houses

For Fifty Years
"QUEEN'S HEAD" GALVANIZED IRON
CANADA
has been the STANDARD of the WORLD.
John Lysaght, Limited
Makers
Bristol, Newport and Montreal
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Montreal
Managers Canadian Branch

Look at This Boiler

It looks like other boilers, you say. BUT IT'S DIFFERENT.

It's a Sovereign

From the base ring to the top it is an improvement on any other boiler on the market. Take the water sections! Ordinary boilers have water sections all same size—saves expense in construction. But the lower section in the Sovereign is larger than the other sections. Costs us a little more, but assures perfect circulation of hot water, and there are many other points explained in our Free Book, "Simplified Heating."

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Don't Wait for Something to Turn Up. Try a "WANT AD."

Consult Our

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They are carrying lists of salvage stock yet unsold and innumerable bargains can be secured by purchasing these lines.

Do not fail to enquire of them relative to these lines.

RICE LEWIS & SON, Ltd.

TORONTO.

THE
White Mop Wringer

This Trade Mark
PATENT IS THE STANDARD.
Guarantees Satisfaction.

Does Perfect Wringing with Perfect Ease.

Remember—
The "White" wrings to satisfy the most critical house keeper, maid or janitor.

Catalog for the asking

MADE IN CANADA.

Order direct or of your jobber.

THE WHITE MOP WRINGER CO.
Fultonville, N.Y.

THE CHOICE OF LUMBERMEN

is undoubtedly an axe handle made after the Gilmour pattern—the very shape and make of

Still's Regular Line

Our handles are manufactured from the very toughest hickory this old earth can produce—that's pretty tough, isn't it? That's why our handles have such a good reputation; they are made to stand rough usage.

Prices and Discounts on Request!

J. H. Still Manufacturing Co. Limited

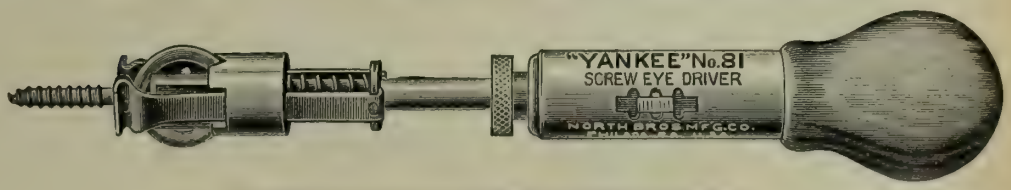
ST. THOMAS, ONTARIO

"YANKEE TOOLS"

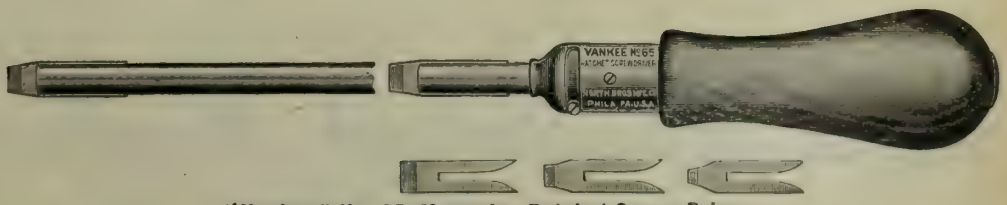
SOME NEW STYLES—HAVE YOU SEEN THEM?

are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE

"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.



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ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

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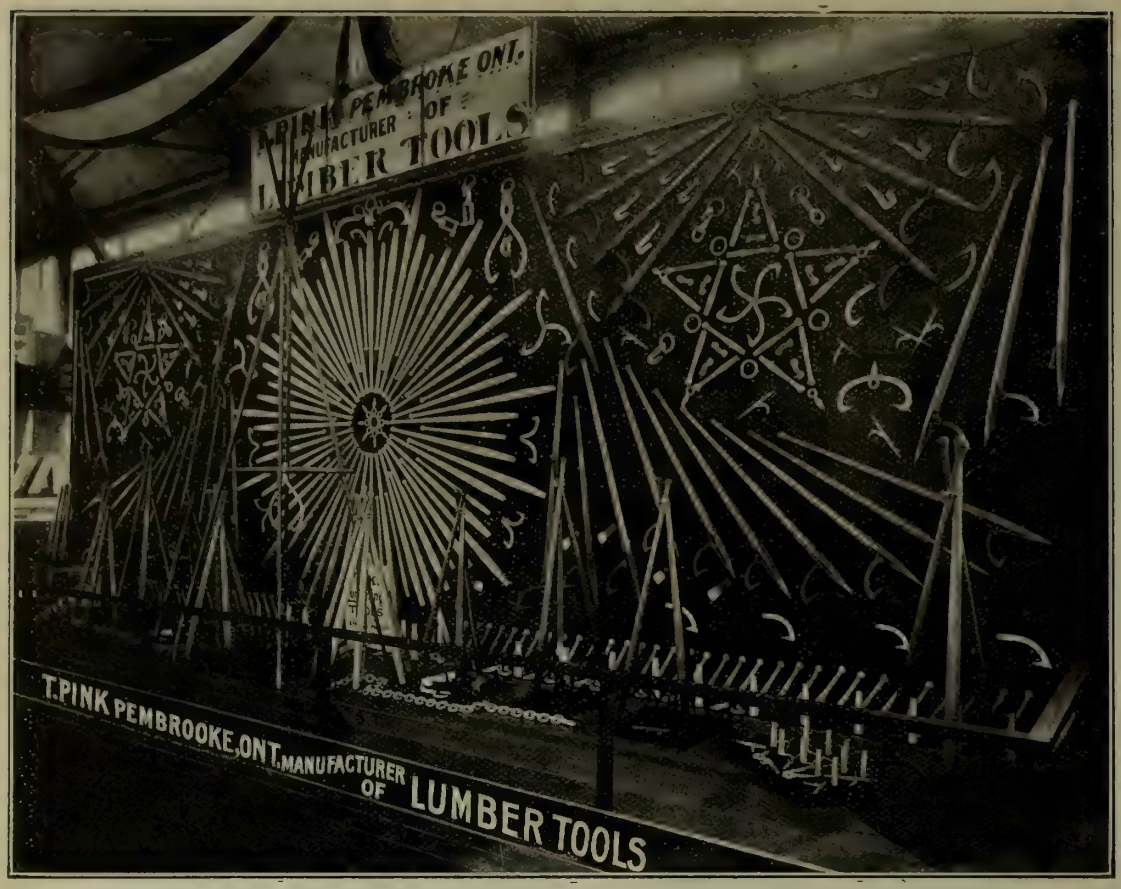

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The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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M. & L. Samuel, Benjamin & Co.

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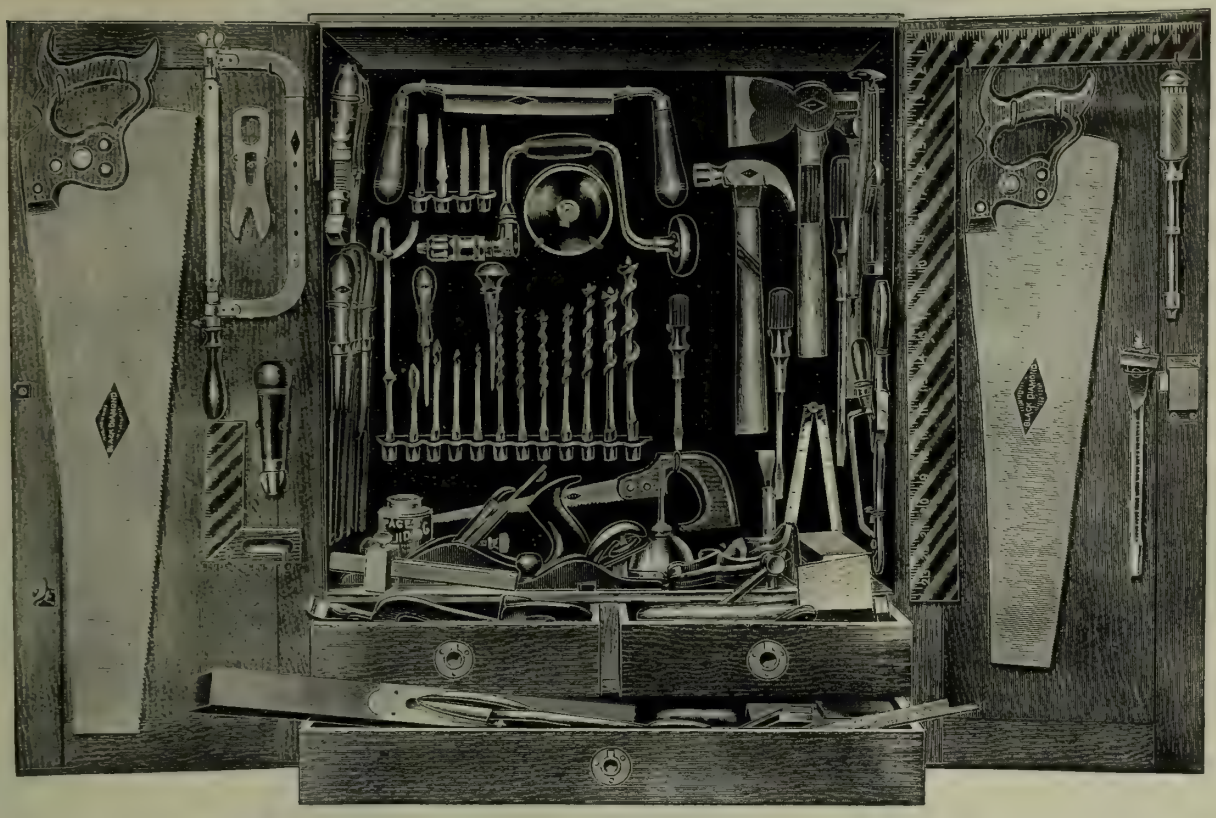
Gentlemen's Tool Cabinets

OUTSIDE

32" high
20" wide
10" deep



INSIDE

30½" high
24½" wide
8½" deep

NO. 11 BLACK DIAMOND TOOL CABINET

The best kind of a CHRISTMAS PRESENT for a Gentleman

The Above is One of Five Lines We Stock.

Retail Prices Range from $10.00 to $50.00 Each

The description of No. 11 is as follows:—Heavy Oak Wall Cabinet, with two paneled doors, three inside drawers 3 inches deep, antique finish, finely varnished and hand-rubbed, brass ball tip hinges, brass cylinder, lock with two steel keys, complete with 86 of the finest tools on earth.

There is an increasing demand for Cabinets with good Tools. Something that will cut and hold an edge. Send us an order for a sample. Write for Catalogue illustrating all lines, ready for distribution November 25th.

LEWIS BROS., Limited

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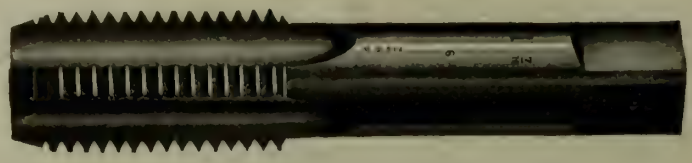

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RATCHETS, PUNCHES, TAPER PINS, MEASURING MACHINES, DRILLS, DIES, GAUGES, ETC.

A great many different styles and sizes all of the same unexcelled quality.

Tests have proved these tools above comparison. A large stock always on hand.

LARGE ORDERS FILLED PROMPTLY

Special inducements to dealers to carry this line.

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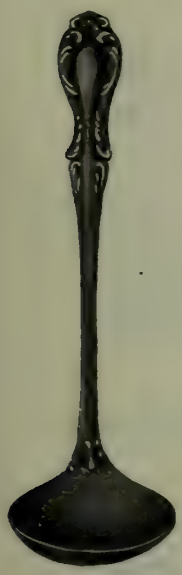
Only Wholesale

HARDWARE MERCHANTS

Wholesale Only

138-140 WEST FRONT STREET, TORONTO.

Christmas Goods.



"Joan" Pattern

Silver Plated Dessert and Medium Knives and Forks.

"Anjou" Pattern

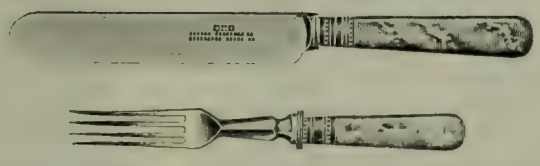
Vase

No. 21—8 in. and 9 in. high.

Silverware Cabinets.

Comport

No. 22—5 in. dia. of Bowl.



Pearl Handled Dessert Knives and Forks in Cases

Cologne

No. 19—5 in. and 6 in. high.

For a fuller line of Silver Plated Ware, Case Goods and Cut Glass suitable for the Christmas Trade see our special circular which will be mailed to you about the 20th inst.

Oil Bottle

No. 18—5 in. high.

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Opposite Union Station

Our Prices are Right

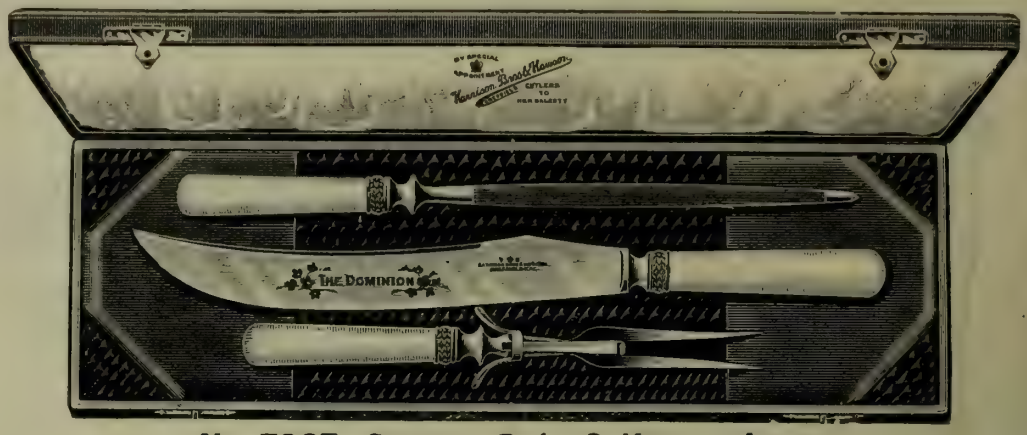
GRAHAM NAILS ARE THE BEST

We Ship Promptly

Factory: Dufferin Street, Toronto

CHRISTMAS AND NEW YEARS GOODS

No. 07130 Combination Penknife Pearl Handle



No. 7327—Carver Set of three pieces.

No. 8727—Fish Carvers.

Is your stock of cutlery complete for the Christmas trade? By placing your orders at once you keep your stock attractive and up-to-date and avoid losing many a good sale. Before giving your order drop us a line as we are carrying the latest and most up-to-date line of cutlery in the trade.

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Our complete lines of cutlery are fully illustrated in our General Catalogue.

FROTHINGHAM & WORKMAN, Ltd.

F.&W.

Wholesale Hardware and Iron Merchants

MONTREAL - - CANADA

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Sleigh Bells

Victoria Bells on Straps.

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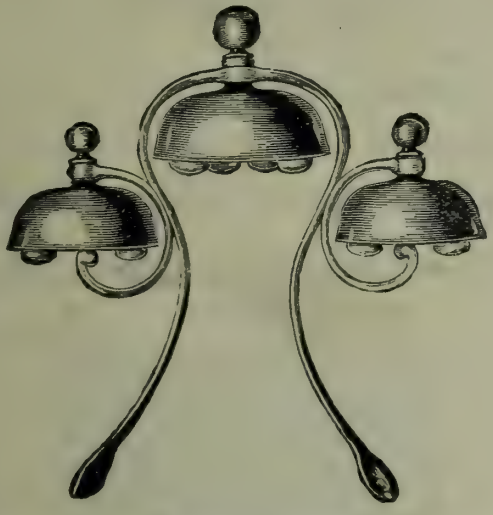
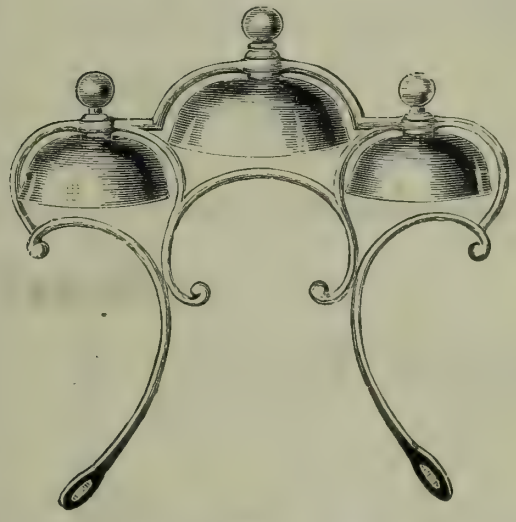
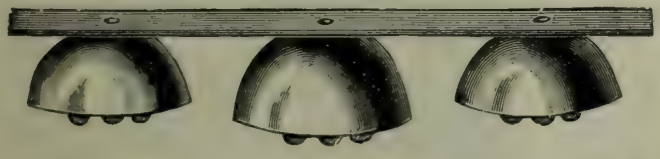


No. 10—Bell Metal Saddle Chimes.



No. 12—Bell Metal Saddle Chimes.



No. 23—Shaft Gongs.

No. 650—Shaft Chimes.

Caverhill Learmont & Co

Wholesale Distributors

MONTREAL and WINNIPEG

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL AND TORONTO

WORKS at LACHINE

Annealed Hay Baling Wire and Bale Ties

We have a good stock of nice blue wire— and can make prompt shipments.

also

Wire Nails—Wood Screws— Bright Wire Goods

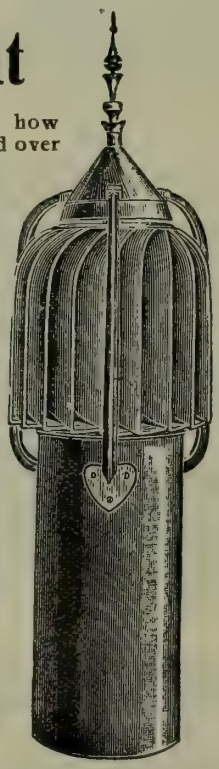
The quality of our goods is equal if not superior to any other make.

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



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THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED

General Contractors and Manufacturers

MONTREAL

New Style H. & C. Side Wall Register.

BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

HART & COOLEY CO., Booth St., New Britain, Ct.

The Arnold Fountain Safety Razor

$5.00

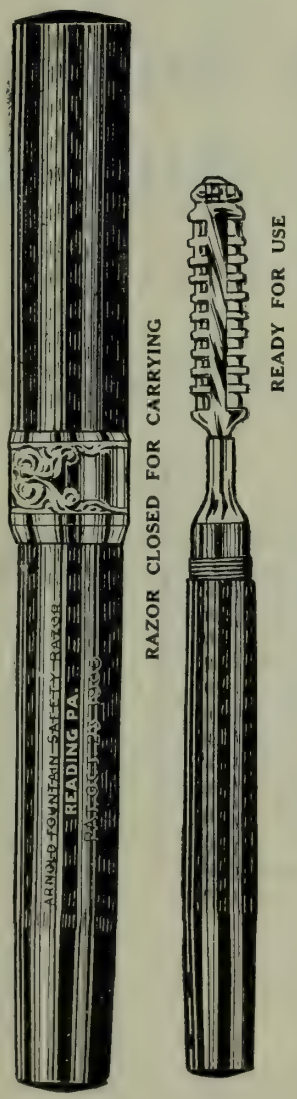
THE ARNOLD

is the REAL Safety Razor —is all that its name implies.

It is ideal in its simplicity and absolutely sanitary in its construction.

It has no corners of the blade exposed to cause mishaps to the inexperienced. If you have never handled a razor, you will have no trouble with the Arnold. You can't have.

It is so made that you can easily get into all the corners of the face, about the nose and upper lip. It makes shaving a looked-forward-to pleasure. It shaves with a proper slant stroke, pleasant as a puff of wind passing over the face. The most stubborn beards can be taken off without effort or the least annoyance. You haven't really shaved until you have used the ARNOLD FOUNTAIN SAFETY RAZOR.



Our Triumphs in Blade Making

The New Arnold Blades are hand finished and made of the best grade of imported steel. They have the long bevelled edge, on the same lines as the old razor blades, and are perfectly tempered, each blade receiving the personal attention of blade experts before being passed to the packing rooms.

The blades are sharpened by a secret process, giving them a perfect lasting razor edge. Each blade is good for ten to twenty shaves.

Twelve blades are included with each razor outfit, a year's supply.

Ten extra blades cost only 75 cents.

The ARNOLD FOUNTAIN SAFETY RAZOR looks like a fountain pen when closed, and is just as easily and handily carried.

LEWIS BROS., Limited

EXCLUSIVE CANADIAN DISTRIBUTORS

Ottawa Toronto **MONTREAL** Calgary Vancouver

ESTABLISHED 1840

Willow Clothes Baskets

We have them in five different sizes and four different grades.

WRITE FOR ILLUSTRATED PRICE LIST

H. W. Nelson & Co., Limited

Toronto

A Table Kettle with Oak "Mission" Base

This very handsome line will find lots of buyers now Christmas is coming. It makes a really handsome, substantial present at an extremely moderate cost. We have many other lines such as Chafing Dishes, Alcohol Lamps, Coal Scuttles, Cuspidors, Bath Room Fittings, etc. Send for Catalog and prices.

BUFFALO MFG. CO. - - - Buffalo, N.Y.

Canadian Representatives: H. F. McIntosh & Co., 51 Yonge St., Toronto

TRADE MARK KEYSTONE BRAND REGISTERED

LOOK TO THE PROFITS

Most Hardware Dealers pay great attention to the heavy goods and neglect their smaller lines, such as Brushes, on which they can make a good margin. You can make

THREE TIMES THE PROFIT SELLING KEYSTONE BRAND BRUSHES

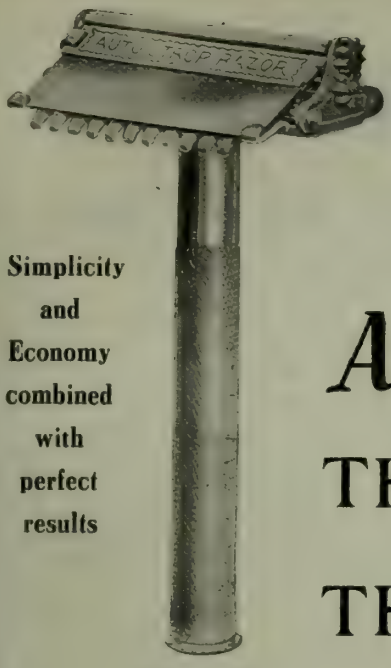
as on most other lines. Why not push this line?

MANUFACTURED BY

STEVENS-HEPNER CO.

Limited

Port Elgin, Ontario, Canada



Simplicity and Economy combined with perfect results

FULL SIZE

The Ideal Gift for Xmas

IS The Auto Strop Safety Razor

THE RAZOR that is always sharp and ready for a CLEAN and COMFORTABLE shave.

THE RAZOR whose original twelve blades last indefinitely, owing to its self-stropping attachment.

THE RAZOR that can be used on a moving train or boat, or, to cut a long story short, can be used anywhere at any time in perfect safety with perfect results. Its blades improve with use.

Note the Simplicity of Its Stropping

Every stroke mechanically perfect, giving an edge which cannot be produced on any other razor. The edge that makes a man an expert barber.

STROPPING

Cater to the wants of the discerning section of the gift hunting public and carry the Auto-Strop. You can cheerfully recommend it to your customers, secure in the knowledge that the razor will not go back on your promises.

Be Up-to-date and Handle the

Ideal Xmas Gift

WRITE FOR TERMS AND PRICES TO-DAY

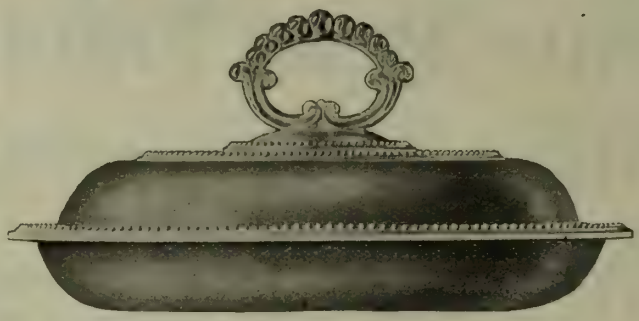
The Auto Strop Safety Razor Co., Ltd.

14 St. Helen Street, Montreal

A Few Suggestions for Xmas Trade

Just what your customers will be looking for. All real good sellers, and good profit-makers.

Send us your enquiries for anything you need in English Silverware. We have the largest stock in the Dominion, and can give you the best service.



E. P. N. S. Entree Dish, 10 in., Solid Applied Mounts, Price $13.60, List.

We carry the largest stock in Canada of English Hall-Marked Sterling Teaware, Trophies and Holloware of every description. Ask for quotations.

Stock carried in Montreal ready for immediate delivery.

Oak Cabinet, 29 Pieces, $25.60, List.

Oak Case, 12 pr. Dessert Knives and Forks, $25.60, List.

Other Cabinets, ranging in price from $20.00 to $1,000.00, kept in stock.
Send us your enquiries.

JOHN ROUND & SON, LIMITED

ESTABLISHED 1847

MONTREAL

Factories, SHEFFIELD, Eng.

Sprays vs Rays

"Wilwear" Make Niagara Spray-a "Novelty"

Read :— This is the first time a lawn sprinkler has been made that will compete with "Old Sol." The vapor-like spray does not wash away the dirt, drench and expose seeds and roots to the sun, does not upset, no loose or movable parts to get lost or out of order like the whirling sprinklers.

IT WILL LAST A LIFE TIME

Two pieces of heavy brass perforated in "Wilwear" fashion.

Send for Sample

Novelty Manufacturing Co.

Specialists in Metal Goods

Waterbury, = Connecticut

ASBESTOS SAD IRONS

The New Unit

ASBESTOS SAD IRONS

Each line has its unit sale. The natural way to sell sad irons is in sets. A woman is more likely to buy special patterns of irons if she can get them in a set than she is to buy extra irons.

The "New Unit" in Asbestos Sad Irons is a six piece set which provides the ideal iron for each laundry need. It is the No. 196 Household Set. A woman needs a different tool to iron a bed spread from the one she uses on delicate linens and lingerie. Each iron in the Household Set does some part of the work better and more easily so that the outfit is not an added expense but an economy.

The market for a complete set of irons has hardly been touched. Women will not be satisfied with three irons all alike when they see the convenience of the Asbestos Household Set. The "New Unit" doubles the purchasing capacity of each consumer, so that, even if only one in three buys the complete set, it means an increase of one-third in sales.

Each dealer who stocks the No. 196 Household Set will be supplied with attractive show cards and circulars for special advertising of the "New Unit." If you favor the idea of doubling your sales of Asbestos Sad Irons, send us your order for several Household Sets, naming jobbers from whom you buy Asbestos Sad Irons. Be sure to write us for "New Unit" show cards, circulars and newspaper cut.

The Dover Manufacturing Co.

ASBESTOS SAD IRONS

Canal Dover, - Ohio

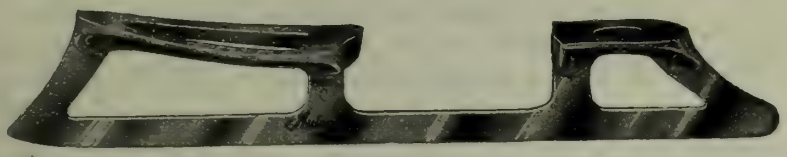
ASBESTOS SAD IRONS

Let Them Know.

All that is necessary for you to do to sell this skate is to let the people know you have it. Display it prominently.

The "Automobile Skate" will travel on its shape. It's the best looking article we know of in this line. It's lighter by many ounces than any other made—and stronger.

Has a top of tested aluminum alloy and a blade of nickle steel.



Write for our Catalogues and the superb New Calendar, "Christmas Morning."

The Canada Cycle & Motor Co., LIMITED

Head Office and Works: TORONTO

The Question

Introducing any new feature always puts ginger into the particular line to which it is applied. You can remember when pneumatic tires were attached to the bicycle? How by making it lighter and speedier the bicycle became at once the vehicle of that day for pleasant outings and exercise.

Now, the skate has had a veritable pneumatic tire applied to it in the shape of a combination aluminum alloy top and a blade of nickle steel. It makes the skate speedier, lighter by many ounces and stronger than any other made. The skate with this improvement is called the "Automobile Skate."

The "Automobile Skate" is putting ginger into the business—and it gives the wearer of it all the comfort and pleasure there is in our great winter pastime.

Is your stock of this skate sufficiently large to meet the demand bound to be made upon you? That is the question.

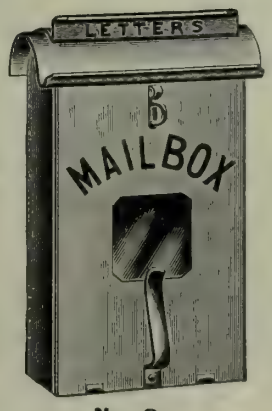
A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1

No. 2



No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

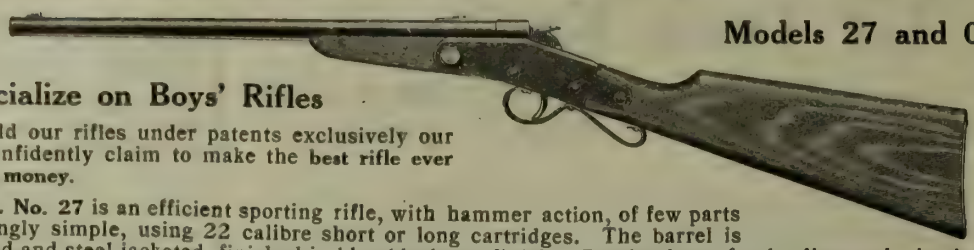
61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

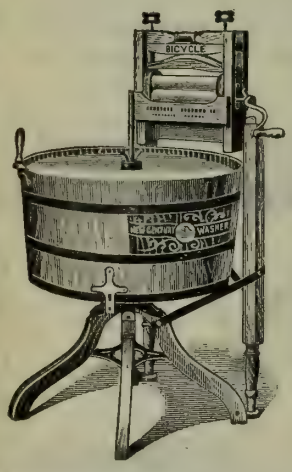
Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

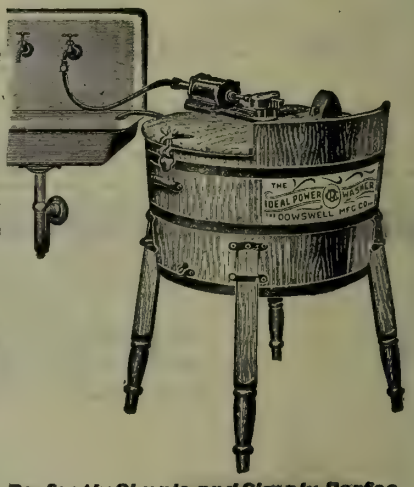
THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

The NEW CENTURY WASHING MACHINE and its ONLY RIVAL

FOOD FOR THOUGHT



If you don't know The Dowswell line of **up-to-the-minute** Washing Machines, Wringers and Churns, you don't know all you ought to know about a good thing. Our Trade Mark is not a big thing to look at, but it is a mighty big thing to help tide over dull times.



THEY'RE SIMPLE and THEY'RE CERTAIN

The Dowswell Mfg. Co., Ltd.

HAMILTON, - ONT.

Agents:
W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Harry F. Moulden, 290 Carry St., Winnipeg, Man.

Perfectly Simple and Simply Perfec

Henry Boker's "Meteor"

Latest and Best

Canadian Patent

Splendid Value

Expert Tubular Hockey Skate

The best and most scientifically constructed Hockey Skate made. Owing to the manner in which the tempered tool steel runner is set in the steel tube a thinner and lighter runner can be used than on any other skate offering the least resistance and friction. The runner on this skate is made of the very best finely tempered tool steel and is but ⅛-inch thick. Double heel and triple sole supports.

VERY FAST, LIGHT AND STRONG.

Made in both full nickel plate and aluminum finish. A beautiful Christmas gift.

B. TEST REG'D. **P.O. Box 366, Montreal**

Reliable Jobbers Handle Our

Stove, Sink, Tire and Sleigh Shoe Bolts

because they know they are the highest in quality.

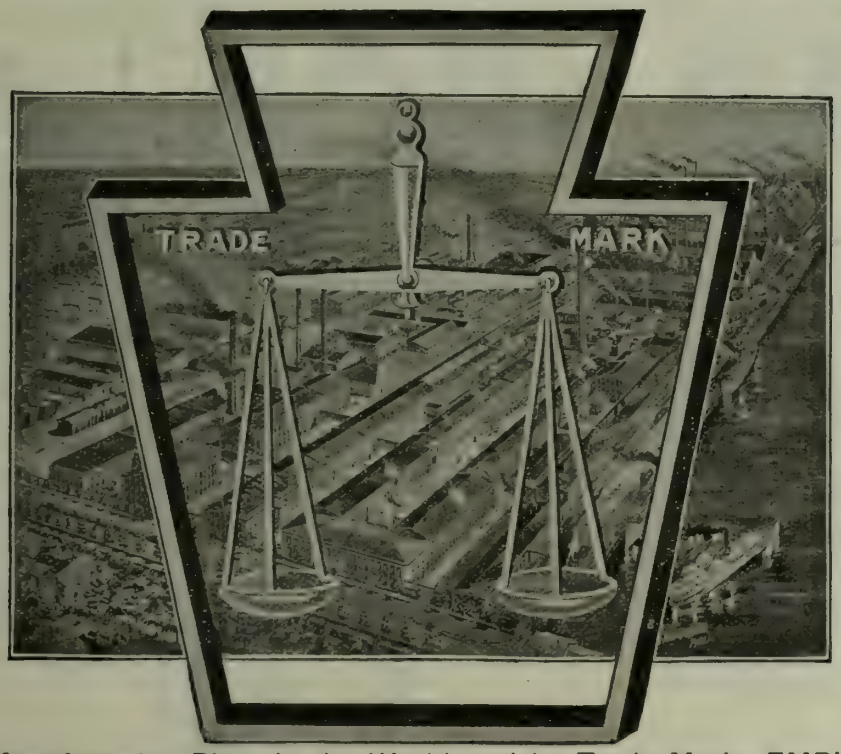
For the same reason they all carry our Wood Screws, Wire Nails, Tacks, Machine Screws, Iron, Brass and Copper Rivets and Burrs, Staples, Corrugated Fasteners, Bright Wire Goods, Bright, Coppered and Tinned Wire, in coils and cut to lengths.

Our Trade Mark is a Guarantee of Quality.

Canada Screw Co., Limited

Toronto **Hamilton** **Montreal**

Disston Saws



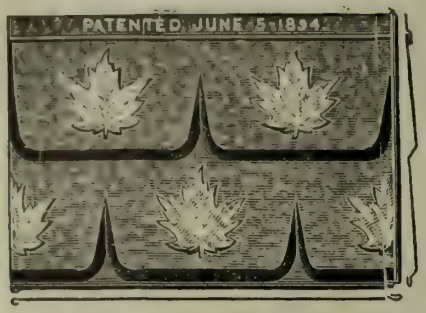
The largest Saw Manufacturing Plant in the World and its Trade Mark—EMBLEMATIC of the Principle upon which the High Reputation for Quality, Workmanship and Utility has been built.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

"Safe Lock" Galvanized Steel Shingles



There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market and is still the best. Get your prospects in line and then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal. "We work with the trade."

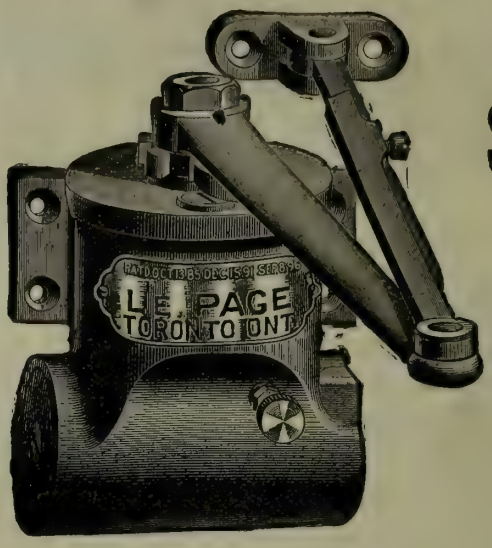
The Metal Shingle and Siding Company, Limited

HEAD OFFICE and WORKS: PRESTON, ONT. BRANCH OFFICE and WORKS: MONTREAL

GENERAL SALES AGENTS

St. John, N.B.	Quebec	Toronto
Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
Winnipeg	**Calgary**	**Vancouver**
Clare & Brockest	Ellis & Grogan	Wm. N. O'Neil & Co.

LePage's Oil Door Check and Spring



Also BOTTOM STOPS

Send for Catalogue and Price List.

MANUFACTURED BY

LePage Door Check Mfg. Co.

237 Lansdowne Ave., TORONTO

PARK 1086

BAR IRON

It is false economy to use poor quality bar iron. London Bars are the product of long experience, and the great demand for them is due to their uniform high quality. They come in two grades, Common and Refined, and re-work with the greatest facility.

TRY US WITH YOUR NEXT ORDER

LONDON ROLLING MILL CO. LIMITED

LONDON — CANADA

Cole's Spiral Tubular Radiator

Can be used on any st ove

Best radiator—at half the cost of inferior goods.

Only radiator made adapted for both hard or soft coal.

Size pipe collar 5, 6 and 7 inches.

These radiators give the best satisfaction and have yet to receive a single complaint.

FOR SALE BY

E. T. Wright & Co., - Hamilton

HOW TO WRITE SIGNS, TICKETS AND POSTERS

BY PAUL N. HASLUCK

Practical handbook for the sign writer, giving concise information on the general principles of the craft. Contents are:—Formation of Letters, Stops, and Numerals; Sign Writer's Outfit; Making Sign Boards and Laying Ground Colors; Simpler Forms of Lettering; Shaded and Fancy Lettering; Painting a Sign Board; Ticket Writing; Poster Painting; Lettering with Gold, etc.

Price 50 Cents.

TECHNICAL BOOKS, - 10 Front Street East, TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

CHECK BOOKS

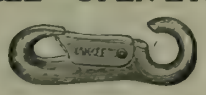
"PLIC BOOKS"
For making carbon copies of your letters and orders. Write for information.
THE CARTER-CRUME COMPANY, Limited
445-447 King St. W., Toronto, Ont.

FEED COOKERS

FEED COOKERS
A good line to handle. Write us for full particulars and prices.
James & Reid, Perth, Ont.

"YANKEE" OPEN EYE SNAP

Strong Durable



Brass Lever Spring
"Yankee" Snaps are made in all styles.
COVERT MFG. CO. - TROY, N.Y.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

OUR SPECIALTIES
for this month are: Asbestos Stove Pipe Thimbles, Gas Heating and Cooking Stoves Combined, Four Styles Heating Drums, Air Tight Heating Stoves, "Nestable," Four Styles Ash Sifters, Three Styles Toasters and other good specialties, all Hardware Stores.
THE COLLINS MFG. CO., TORONTO.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

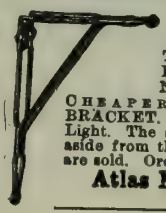
RIVETS & STEEL PRODUCTS

The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHIP, YACHT & BOAT FITTINGS

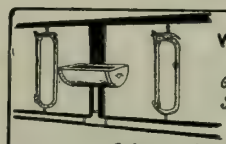
Davey's Patent Windproof Ship Signal Lamps
Ship, Yacht and Boat Fittings of all kinds.
DAVEY & CO., 88 West India Dock Road, LONDON, E., ENG.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

TANKS.



GALVANIZED STEEL
WATER BOWLS & STANCHIONS
A new, up-to-date line:
GALV. STEEL THRESHERS' TANKS
STREET SPRINKLING TANKS
STEEL HOG RACKS.
Get our prices - they are low!
The Steel Trough & Machine Co., Limited
TWEED - ONT.

TOOLS.

Armstron Bros. Tool Co. 106 N. Francisco Ave., Chicago, U.S.A.

VENTILATOR

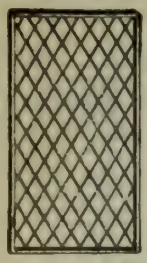
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

Crescent Wire and Iron Works
KINGSTON, ONT.
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.
PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

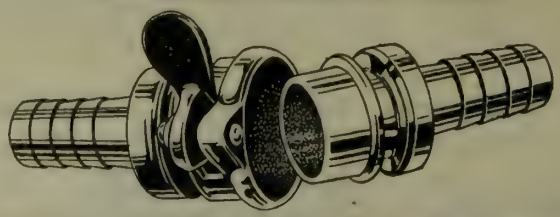
Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.

You Really Ought to Handle
TIME-SAVER HOSE COUPLERS



Built on a new principle. No threads to wear out, impossible to lose washers, absolutely tight joints guaranteed. Cheese Factories, Breweries, Hotels, Liveries, Manufacturers, all need the Time-Saver.

Price List on Request

The Time Saving Coupler Co., Limited
166 Bay Street - - TORONTO, CANADA

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

Most Fittings
used in Canada are
"DIAMOND" BRAND FITTINGS

because they have the reputation of being perfect in material, in threading and in finish. People want the best—and the best fittings are Diamond Brand.

OSHAWA STEAM & GAS FITTING CO., Limited
WHOLESALE ONLY
OSHAWA, - CANADA

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

Canada Foundry Company, Limited

14-16 KING STREET EAST

Montreal, Halifax, Ottawa, **TORONTO, Canada.** **Winnipeg, Vancouver, Rossland.**

MANUFACTURERS OF

Power Appliances of all Kinds

Complete Power Plants, Steam, Gas, or Electric.

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

SEE THAT ALL **BUTT HINGES** YOU BUY

Bear the CRESCENT BRAND

Made in Bright Steel or Electro Plated

Our Finishes of Electro Plated in Planished or Polished

Antique Copper
Plain Bronze
Dull Brass
Bower-Barff
Antique Brass
Gun Metal
Bright Brass
Etc.

Our BRIGHT STEEL BUTTS are THE ONLY PERFECT BUTTS made in Canada.

SEND TO US IF YOUR DEALER WILL NOT SUPPLY YOU.

ALL STYLES ALL SIZES

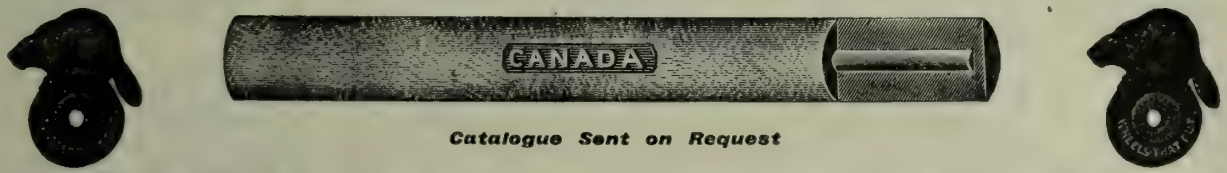
CANADA STEEL GOODS CO., LIMITED

HAMILTON, ONTARIO

Leave Your Money in the Country Wherein You Expect to Make Yours

LOW PRICES HIGH QUALITY NO DUTY

These are the three advantages which the Canadian hardware trade are offered by us. Why pay duty on imported abrasive goods? Our **Emery and Corundum Scythe Stones,** Razor Hones, Knife Sharpeners, Axe and Slip Stones, Grinding Wheels, etc., are the best made.



Catalogue Sent on Request

CANADIAN HART WHEELS, Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited

HOW TO FREE HIGH HALLS OF DUST-WEBS

THE **Ideal Duster**

Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

Tarbox Bros., Mfrs. **Toronto, Ont.**

BRITISH DEPOT: 2 Hope Chambers, Liverpool

Hardware Window Dressing

For years we have been receiving inquiries for a book on Hardware Window Dressing, as experience has shown that good window displays increase business. Only a few weeks ago this book was placed on the market. Since that time it has had an immense sale—many orders were waiting for it before it came off the press. It illustrates and explains how hardware windows may be dressed to the best advantage—how they may be made to SELL GOODS.

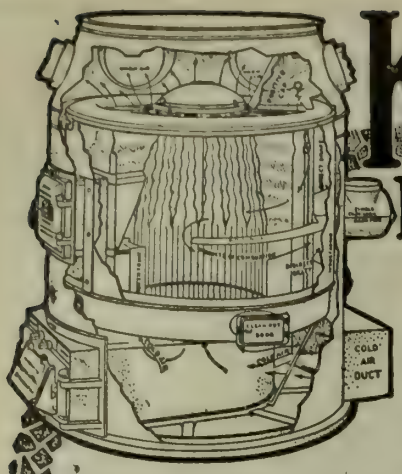
256 pages with 200 illustrations with full working descriptions.

A PAYING INVESTMENT FOR HARDWARE MERCHANTS.

Price $2.50, Postpaid

TECHNICAL BOOKS

10 Front St. East - - - - Toronto



KELSEY HEATING

¶ The Kelsey system of Heating insures a constant circulation of fresh warm air and enough of it for heat and ventilation. The Kelsey Warm Air Generator warms fresh air to a natural and healthful temperature, and forces it into every room in equal proportions.

¶ The whole house is warm and comfortable even though a January blizzard [illegible] howling outside. The Kelsey accomplishes these results, not only in small houses, but in the largest and finest city and country residences, and with the most economical use of fuel.

¶ That is why 30,000 home owners who have investigated carefully have bought the Kelsey.

¶ The **ZIG ZAG Heat Tubes** are responsible for the efficiency and economy, and we should like to explain all the other Kelsey Advantages to you.

The James Smart Mfg. Co.

LIMITED

WINNIPEG, Man. BROCKVILLE, Ont.

Marlin

12 Gauge Repeating Shotgun

The 12 gauge *Marlin* repeater is a gun of perfect proportions, and has one-third less parts than any other repeater. It handles quickly, works smoothly and shoots close and hard.

The *Marlin* solid top prevents powder and gases blowing back; the side ejection of shells allows instant repeat shots; the closed-in breechbolt keeps out all rain, snow and sleet, and the dirt, leaves, twigs and sand that clog up other repeaters.

All 12 gauge *Marlin* repeaters have double extractors that pull any shell, and the automatic recoil hangfire safety lock makes them the safest breech-loading guns built.

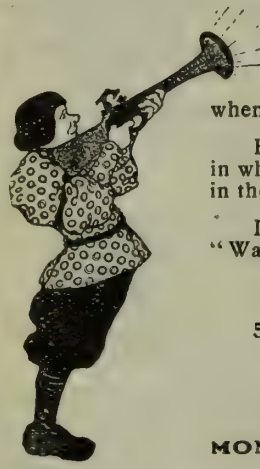
Marlin 12 gauge repeaters in three distinct models, many grades and styles, fully described in our 136-page catalog. Mailed free for 3 stamps postage.

The Marlin Firearms Co.

91 Willow Street

NEW HAVEN, CONN.

NO SHOOTING AT RANDOM



when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in your proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,

MONTREAL TORONTO WINNIPEG

Less than 4c. a week

There are many lines sold in grocery stores which you could handle with profit. You can keep posted on these through The Canadian Grocer for less than 4 cents per week

Annual Subscription $2.00

THE CANADIAN GROCER

MONTREAL TORONTO

TO MANUFACTURERS' AGENTS:

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG LIFE

Copper Hardened

BABBITT

Copper Hardened

LONG LIFE METALS

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb. **Write for Booklet**

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

There's Money in Steel!

The continued increase in the use of STRUCTURAL STEEL for buildings and building improvements means more business and bigger business for the live, hustling hardwareman. STRUCTURAL STEEL is a money-making line for the retailer. Our great plant has an output of thousands of tons of STRUCTURAL STEEL, and this fact in itself enables us to quote the trade some very attractive, business-pulling figures. We are always ready to aid the retailer toward the securing of profitable contracts, by supplying them with close quotations and helpful information.

THINK IT OVER—THEN WRITE US.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

There Must be Real Merit

In a locally made article to have it sell well in its own town.

We have the furnace trade of Woodstock, and you can have it in your town—if you handle "Good Cheer" Furnaces. Write our Woodstock or Winnipeg house for booklet and prices.

STEWART FURNACES

must be giving efficient service, judging by the many favorable reports we receive and by the steadily increasing demand. A few of the many users in and about Woodstock are:

Chapel St. School
Thos. Broome (2)
Mrs. Dr. Hill
Jno. Nancekevil
Chas. Rapson
Jno. Bickle
Jno. Sullivan
Mrs. W. Clarke
Jno. Davis
W. Newton
Alex. Clarke
Jas. Stephenson
W. H. Martin
J. L. Wilson (4)
Thos. Athoe
Robt. McIntosh
A. Yeo
Freeman Karn
Mrs. Goodall
Walter Russ
H. Cook
H. Canfield
Jno. Griffin
Wm. Jones
Mrs. C. G. Clarke
A. Muir
Mr. Carr
Jno. Dunn
Mrs. Jno. McCulloch
Jas. Grey
P. Murray
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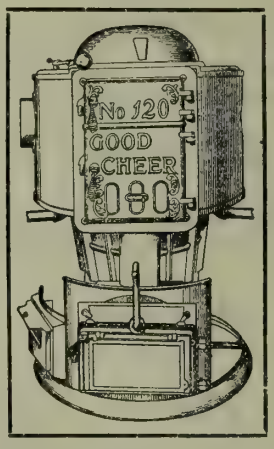
Eureka Planter Co.
Crown Lumber Co.
C. M. Choate



Mrs. Evans
Peter Ross
Jno. Morrison
Mrs. Innis
Mr. Agnew
John Watford
Mrs. Patrick
R. W. Woodroofe (2)
Alex. White
Jno. Thompson
Mrs. Ingersoll
Mrs. Robertson
A. McPherson
Mrs. Pascoe
Mrs. Stillman
N. Lampman
Chas. Schofield
Mr. Ivens
Geo. A. Davison
D. Richards
H. Thompson
A. Gardner
Andrew Nichol
Wm. Copp
J. Maycock
J. V. Wadland
W. J. Wyles
Jas. Moore
Jno. Silcox
New St. Paul's Rectory
A. McKenna
Knox Church
J. D. Hood

The "GOOD CHEER"

(No. 100 Series)

This is our latest and best in the Furnace line.

There are cheaper Furnaces made, but if you must have the kind which will give the required heat, do it economically, and withal be lasting and durable, then this is the Furnace for you.

Our facilities for turning out good work are of the best. The materials we use are all strictly of the highest grade, and our employes are uniformly highly skilled workmen. Woodstock made Stoves, Ranges and Furnaces are consequently well and favorably known abroad as well as at home, and among them the Good Cheer Furnace stands out prominently as a leader in the heating line.

The Jas. Stewart Mfg. Co., LIMITED, Woodstock. Ont.

WESTERN WAREHOUSE, JAMES STREET, WINNIPEG, MAN.

Local Agents, McKiggan & Davison, Dundas St. E.

AUTOS ON THE COUNTRY ROADS

streaked and in the evening, when it comes time to sit out in white frocks and enjoy a well earned rest, our mistress of the household is heard to sigh and remark, "My, how dirty this place is, and it was cleaned this morning."

day when "air-

nard, attended London show on Tuesday

Miss Davina Thompson of Philadelphia and Miss Eva Munn

The Art Garland

DOUBLE HEATING BASE BURNER

Recognized as the LEADING BASE BURNER from coast to coast.

The original and only stove having three base flues drawing cold air from the floor and radiating it heated from the top of the stove.

Made in three sizes, two with oven.

When you sell the "ART GARLAND" you can say ABSOLUTELY THE BEST, not just as good as some other.

Garland Oak

A heavy, well constructed Oak Stove, with polished steel body. Removable feeder. Nothing cheap about it except the price.

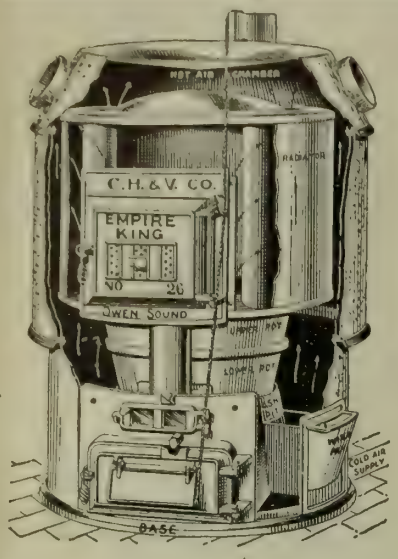
Made in three sizes and three different styles.

Write for samples at once. **Prompt shipments guaranteed**

Bowes, Jamieson & Co.

HAMILTON, ONTARIO

Western Agents: Tilden, Gurney Co., Winnipeg, Man.



"Few Parts, and Every Part Correct"

That is our keynote in the construction of the

EMPIRE KING FURNACE

From the base-ring upwards the Empire King is the very acme of simplicity. Nothing complicated to get out of order. Modern fire-pot in two sections. Generous ash-pit. Big combustion chamber, so built that every unit of heat is used. Cold air supply enters at the bottom and gets heated and moistened while rising and circulating around the dome and into the hot air chamber, whence it rises into the pipes and makes the coldest house quite cosy. The Empire King is easy to set up, and satisfactory when it is set up.

Full Particulars Gladly Sent on Request

Canadian Heating and Ventilating Co., Limited

OWEN SOUND - ONTARIO

Selling Agents: Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.

To Quicken Your Interest

The larger profit you make by the additional trade discount now offered on Boeckh's Brushes should quicken your interest to push this standard brand with greater energy.

A Greater Trade Discount

that applies to the general line we manufacture. A discount which will secure a quickened interest on your part. Get the order in—to-day would be an excellent time to do it.

Paint Brushes, Household Brushes and Brushes for the Stable, etc., all share in the reduction—each brush is the best of its kind.

BOECKH'S BRUSHES

UNITED FACTORIES, LIMITED
TORONTO, ONT.

Here's a Fine Seller

A fine big **FARMER'S BOILER** just like the picture in appearance and will boil water in 20 minutes. We have different weights and different sizes and you stand to make good money on the varieties that are suited to your territory.

Ask your **FARMER** friends when they come to the store if they wouldn't like something to save them money as a **BOILER** surely will. First of all write us for information about this boiler.

APPROXIMATE WEIGHT 225 lbs. No. 25: of No. 30, 311 lbs. **WE HAVE 25 GALLON POTS** only, which weigh 51 lbs. No up-to-date farmer can afford to be without one.

The Record Foundry & Machine Co.
LIMITED

Montreal and Moncton

Sales Agencies in Toronto, Winnipeg, Vancouver, Calgary, St. John's, Newfld.

LACKAWANNA FURNACE

LACKAWANNA
A Very Powerful and Economical Furnace

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot

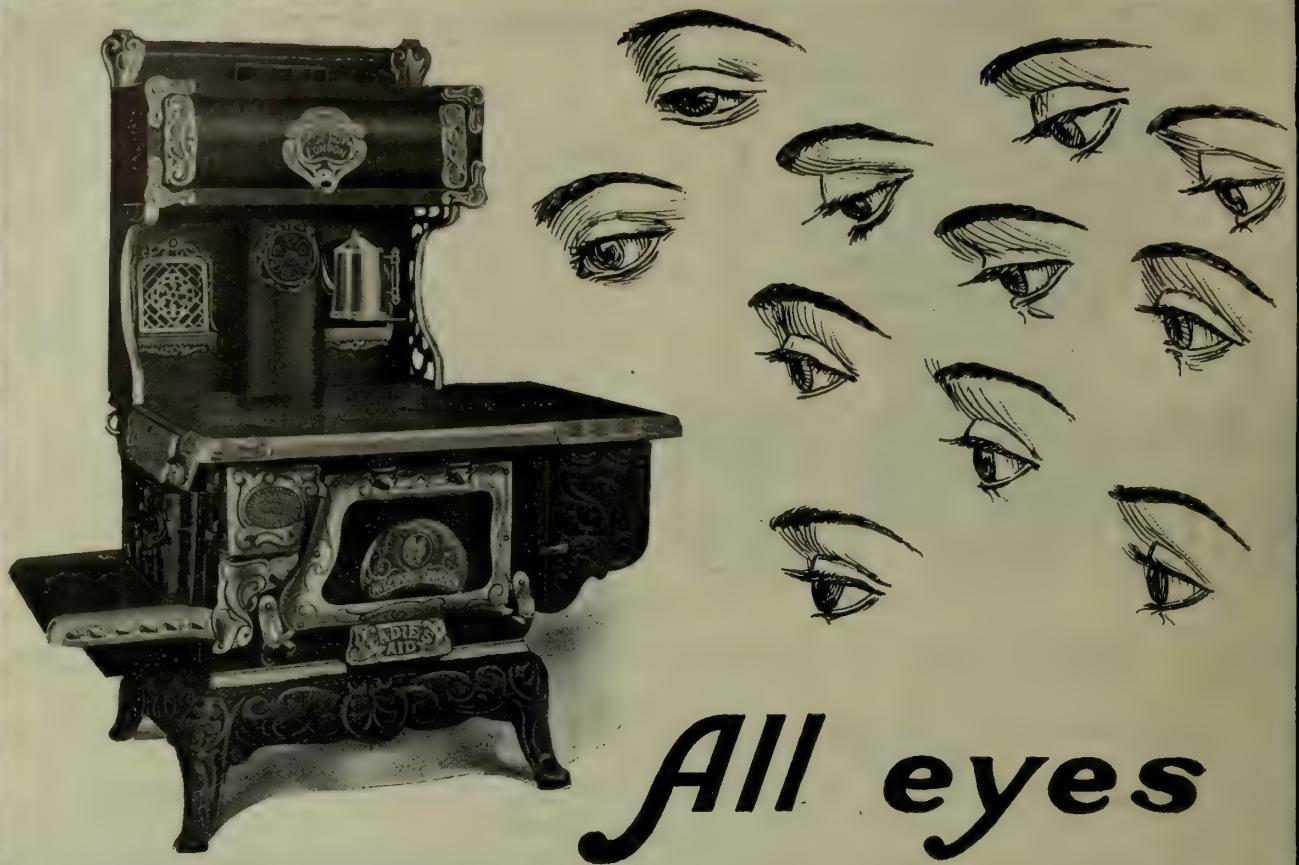
Built Like an Engine and Works as Perfectly as One

The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

A good horse will sell for more money than a poor one, so will the **Lackawanna**, because the value is there.

BUTTERWORTH & CO.
Limited

OTTAWA - ONT.



All eyes on "Ladies Aid"

"Ladies' Aid" has the latest features in stove construction, such as our New Patented Direct Draft operated from the front, which prevents all possibility of operator being burned by rising steam.

A special Ash and Dust Guard is to be found on the front door for directing surplus dust, etc., into the pan. This is an especially valuable feature. In most stoves, ashes or coal dust, accumulating on broiler door ledge, drop down on the hearth, thence are blown to floor.

The oven is 20 x 20 x 12, with a fused aluminized back wall and flue wall. Oven is perfectly ventilated. Extra large hearth and ash pan. Encased detachable reservoir can be attached or detached at any time without use of tools.

Removable Duplex Grate for burning coal or wood.

" Ladies' Aid " is constructed for piping at top or at the back, and thus giving full cooking top, and has four holes, teapot stands and full Nickel Trimmings.

A special expansion top is the preventive against cracking. Sufficient play is given to the lids, etc., to provide for their weathering the heat test of years of service.

"Ladies' Aid" is handsome in the extreme; the beautiful nickel parts and shapeliness of the range, combined with its up-to-date construction, make it ideal for the kitchen.

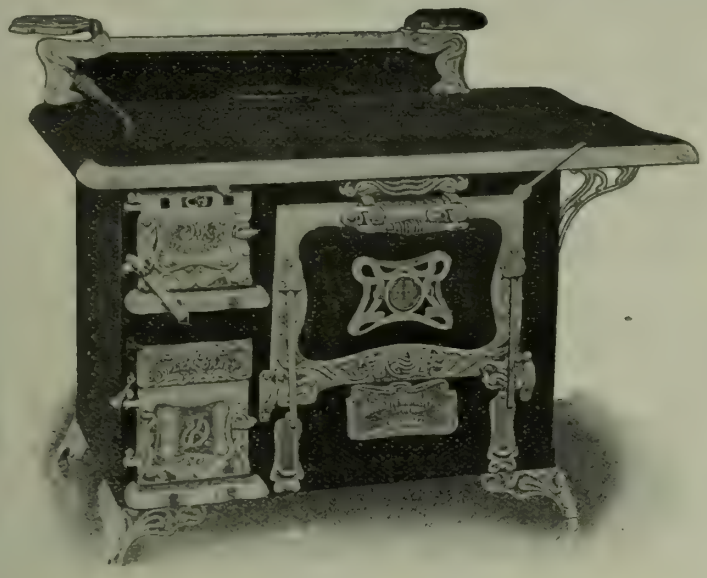
PUT ONE ON YOUR FLOOR

McClary's

LONDON ***TORONTO*** ***MONTREAL*** ***WINNIPEG***
VANCOUVER ***ST. JOHN, N.B.*** ***HAMILTON*** ***CALGARY***

The GURNEY-OXFORD Line

insures the dealer's profits



SHOW this Gurney Masterpiece, and every woman who sees its remarkable improvements will want one. It is the easy seller among steel ranges—far ahead of any other. The

OXFORD O. K.

has an oven that will bake better with less fuel; duplex draft that feeds air to the fire from the back as well as from the front; double oven door—air space between the two layers of heavy steel—that is a great heat saver; front of top lifts for broiling and locks in place; has NINE MORE PRACTICAL BETTERMENTS that you ought to know about. Get the facts about the finest blue steel range ever built.

Your Trade Wants to Secure Such Values as These

HERE is the range that will sell to people going into a new country and who want a steel cook stove that will stand the hardest knocks and roughest usage. Built to give perfect range service for the least amount of money so good a range was ever sold for. That is the

Oxford Nugget

You can beat mail-order house competition with this staunchly-built, handsome, sturdy, durable range, made of the very best cold rolled dead flat safe steel, with extra big fire-box, and flat shaking and dumping grate. It will "stand the racket"—It is built to do that. For a low-priced range, you never will equal the Nugget. Send for catalog.

Learn how we help the Dealer

The Gurney Foundry Co., Limited, Toronto

Stocks at Montreal Hamilton London Winnipeg Calgary Edmonton Vancouver

An Intimate Friend

[By One Who Knows]

An intimate friend is a good thing in business as well as in social life.

You can trust his word and accept his counsel with confidence.

The trade newspaper is the retailer's intimate friend.

Year in and year out it publishes those things which tend to stimulate his ideas, improve his business methods and increase his profits.

As a medium through which manufacturers and wholesalers can secure the attention and confidence of the retailer it is without a peer.

It introduces their goods, backs up their travellers and paves the way for permanent business relationships.

For every reader is a probable customer.

Things Seem To Be Very Good Again

and we have almost forgotten the crimp which was put in business lately.

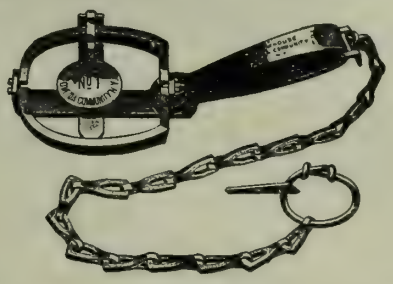
McDougall Pumps will make you forget all your pump troubles and your customers will resign from the Anvil Chorus.

"Aremacdee" quality is a panacea for all Pump ills, our catalogue, please ask for it

The R. McDOUGALL CO.
Galt, Canada LIMITED

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **A Genuine Newhouse** trap will hold the game and earn its extra cost several times in a season.



NEWHOUSE STEEL TRAPS ARE ABSOLUTELY GUARANTEED

Made since 1848 by

Oneida Community, Limited
Write for Catalogue NIAGARA FALLS, ONT.

LOOK OUT!

¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope **Transmission Rope** **Bale Rope**
Sisal Rope **Hide Cord** **Lath Yarn**
Clothes Lines **Leather Cord** **Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

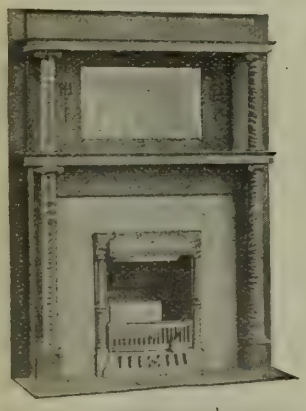
Indispensable Tools

S. & S. Vernier Calipers
For external, internal and depth measurements, a universal tool, with or without adjusting screw.

"INITIATIVE" Revolution Counters

The old confusing way of reading the count on a dial is replaced by the simplicity of the "Initiative" Counters. They register from 0 to 10,000 either direction, *and are easily set to zero from any number.* The count is read like an ordinary number.

Schuchardt & Schutte, 91 Youville Sq., Montreal, New York, London, Shanghai, Berlin, Vienna, Stockholm, St. Petersburg, Copenhagen, Budapest,



Winter Time Is Mantel Time

Finishing touches are being put upon newly built houses. MANTELS ARE BEING INSTALLED. Are you prepared to supply Mantels that are solid, well-built, artistic, attractive? If you are showing samples of our goods, you will get the biggest slice of the trade.

Write to-day for Catalogue and Prices.

The Barton Netting Company, Limited

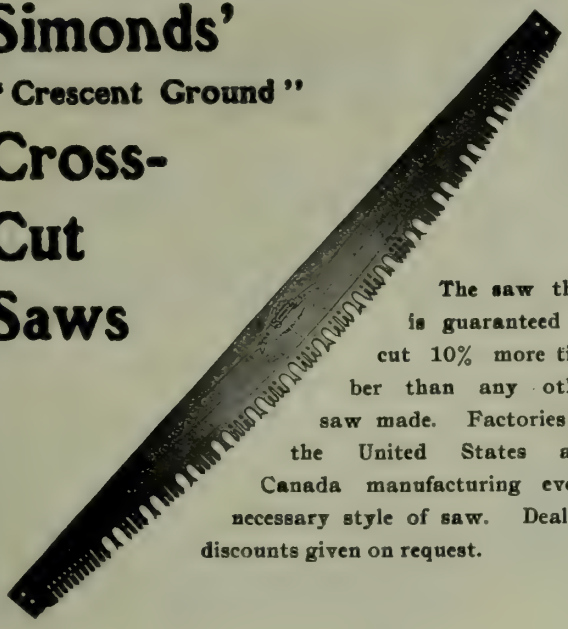
38 OUELETTE AVENUE, WINDSOR, ONTARIO

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Vancouver, B.C. St. John, N.B.

Bone Cutters

This is a favorite size. We make other sizes, from

Small Hand

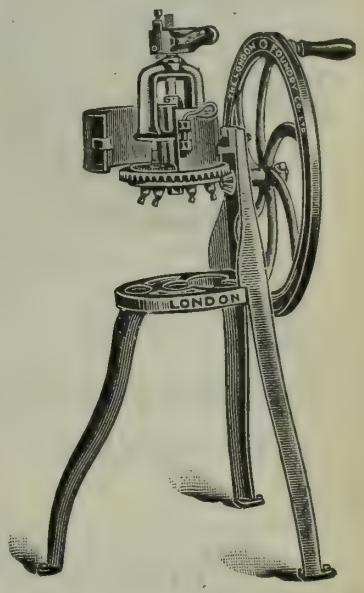
to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.

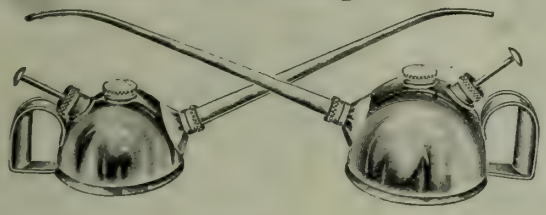
Send at once for catalogue and prices.



Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Howland Pump Oilers



For sale by all Jobbers in Canada.

A slight pressure of the plunger pumps the oil to the bearings.

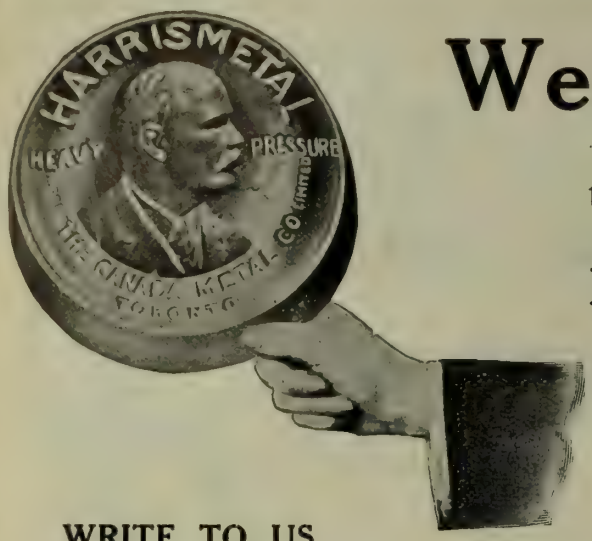
Maple City Manufacturing Co.
Monmouth, Illinois, U. S. A.

Hunters' Headquarters

That's the title your store will earn if you stock JOYCE'S ammunition. There's a LONG SEASON AHEAD. Make sure that you keep brands that will be asked for and BRANDS that are known to KILL always. WALTHAMS, IDEALS, NITROS and BALLISTITES. PLENTY OF GAME—Of course, but remember that it takes good AMMUNITION to bring in the GAME. YOU KNOW THE KIND unless you're living in a FOOL'S PARADISE. TO THE UP-TO-DATE DEALER THERE'S NO ARGUMENT. If your nearest jobber does not keep these lines write direct to

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

F. JOYCE & CO., LONDON, ENG. Makers of ammunition for nearly a hundred years.



We Hand You

the handiest of Babbitt Metals.

Harris Heavy Pressure Bearing Metal, in round Ingots, is a perfect anti-friction metal. It is the best seller in the Hardware Trade from coast to coast.

WRITE TO US FOR PRICES

THE CANADA METAL CO., LIMITED

TORONTO, ONT.

If you buy the right goods they will sell themselves—Particularly true of

"Enterprise"
Food
Choppers

Best Made
Best Known
Best Liked
Best Advertised

This picture shows the graceful lines and strong simplicity of the

"ENTERPRISE"

POINTS

A capacious hopper that holds more, instead of less, than it appears to hold
A perfect cutting mechanism
A tight, true feed screw
Double tinned
Four knives with each machine

THE ENTERPRISE MFG. CO. OF PA.

Philadelphia, U.S.A.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

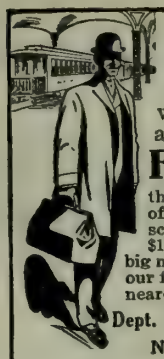
For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1189-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.



BE A SALESMAN

We will teach you to be an **Expert Salesman** in eight weeks by mail, and assist you to secure a position with a reliable firm. Through our

Free Employment Bureau

the largest of its kind in the world, we have placed hundreds of our Graduates in good paying positions, and always have scores of good openings. Traveling Salesmen earn from $1,000 to $10,000 a year and expenses. If you want to make big money, fill out and mail the attached coupon today for our free book "A Knight of the Grip." Address our nearest office.

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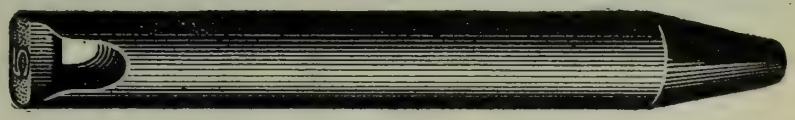

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The Buchanan Foundry Company, - Lebanon, Pa.

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders, Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED
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VULCANITE ROOFING

for your mill, factory, foundry or shop; in fact, for any building that needs a roof covering. Its application is broad and its life is long. If you use it your satisfaction will be deep.

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Distributing Agents: KENNEDY HARDWARE CO., Ltd., 51 Colborne St., Toronto

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices **Prompt shipment.**

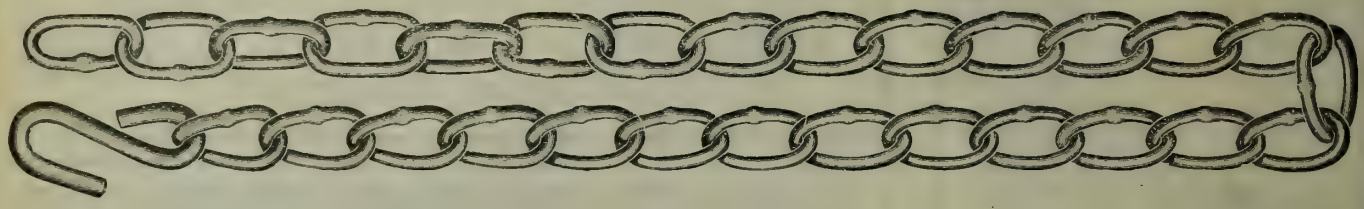
Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



You might just as well mention on your order to the jobber: "Be sure and send Electric Welded Chain for our Traces, Cow Ties and Tie Outs."

They cost no more and give the best results.

McKinnon Chain Works ST. CATHARINES ONT.

HUBBELL SHADE HOLDER

No. 46042.

Made in two parts—a split collar and the holder. Can be attached to any standard socket without the aid of tools, and holds the globe or shade perfectly true and straight. Its rigidity prevents the globe or shade from being sprung out of position.

Manufactured by

THE R. E. T. PRINGLE CO. LIMITED

MONTREAL ***WINNIPEG***

The Best Seller—Because It's Made the Best

More "Favorite" Churns are sold in Canada than any other—and for very good reasons.

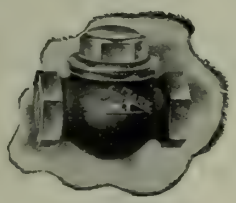
The "Favorite" Churn

is light, but solid—wonderfully easy to run, yet exceptionally durable—a churn that users like and recommend, and for which dealers find a strong, steady demand.

If you are not now selling the "Favorite" write for booklet and prices to dealers.

DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

J.M.T. Swing Check Valve



J.M.T. Jenkins Disc Check Valve

J.M.T. Y Blow-off Valve.

Hose Gate Valve with Hose Cap.

Reducing Pressure Valve.

Pop Safety valve.

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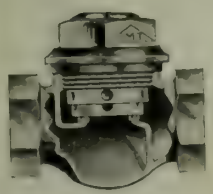


J.M.T Cushion-Disc Check Valve.

Angle Valve.

ENGINEERS' SUPPLIES

In Brass and Iron

Manufaoturers of the largest variety of—

VALVES

for Steam, Water, Gas, etc

If you want a valve of any kind for any purpose communicate with us. We will probably be able to supply your wants.

Note :—All our J.M.T. Valves have trade mark on body of valve—when you ask for J.M.T. Valves see that you get them—inferior valves are sometimes offered.

The James Morrison Brass Mfg. Co., Ltd.

TORONTO

1908 Starr Figure Skates

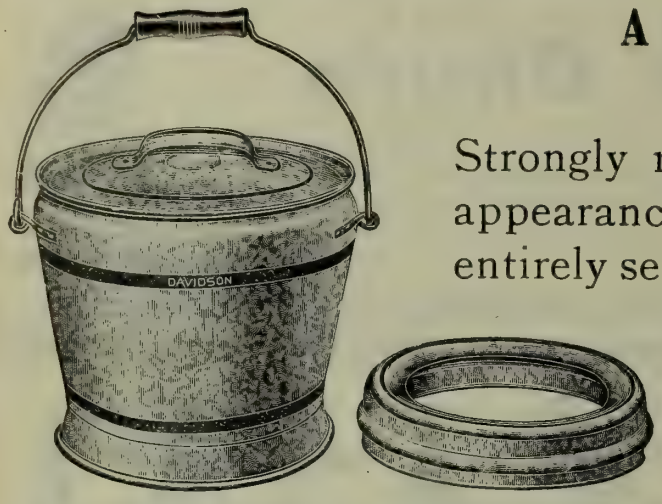
THERE is a score of points in which the "Starr 1908 Figure Skate" is away ahead of any other figure skate on the market. People want a skate that will make all the seemingly difficult moves more easy to perform. If there is a skate that will help the learner as well as the "Starr 1908 Figure Skate" we have yet to hear of it. This is a skate that there will be a great demand for this winter. Let us send you our 1909 Skate Book—that will tell you all about it.

STARR MANUFACTURING COMPANY, LIMITED

Works: DARTMOUTH, N.S. Branch: TORONTO, ONT.

1908 Starr Figure Skates

The "Western" Slop Pail



A Modern Sanitary Pattern

CAPACITY—16 QUARTS

Strongly made and attractively neat in appearance. Cannot leak, as body is made entirely seamless, with an extra heavy coat of galvanizing, and is finished by being neatly banded with stripes of bright red.

Can be sold either with or without commode attachment

Ask our travellers about it and try a sample dozen

You'll find them trade winners

MADE BY

The Thos. Davidson Manufacturing Co., Limited

Montreal and Winnipeg

UNITED STATES
STEEL PRODUCTS EXPORT CO.
MONTREAL, QUEBEC

EXPORT RS OF THE PRODUCTS OF

CARNEGIE STEEL CO.
LORAIN STEEL CO.
AMERICAN BRIDGE CO.

ILLINOIS STEEL CO.
NATIONAL TUBE CO.
WESTERN TUBE CO.

AMERICAN STEEL & WIRE CO.
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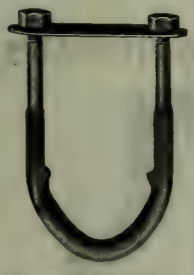
STEEL PRODUCTS OF EVERY DESCRIPTION

STOCK THESE STAPLE SEASONABLE SELLERS



Evener Staples

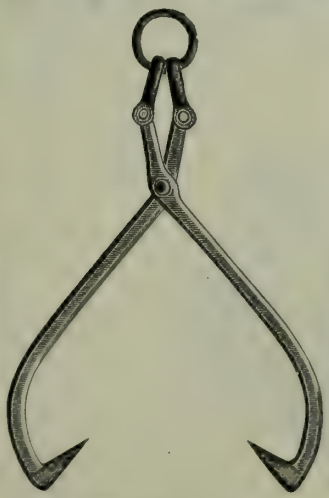
Made of hand wrought ¾ or ⅞ in. steel.

Every hardware dealer should stock them.

Solid Eye Dogs

Made in three sizes, 7/16, ½ ⅝ in.

Loading Block with Swivel.

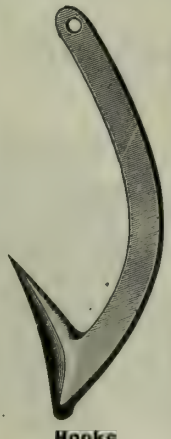


Skidding Tongs

1 in., 1⅛ in. and 1¼ in. octagon.

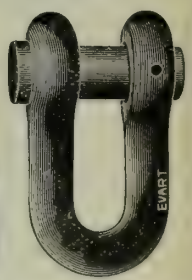
Swamp Hook

1 in., 1⅛ in. and 1¼ in., Octagon.



Hooks

Only for Cant Hooks and Peavies, Round or Duckbills.



Boom Shackle

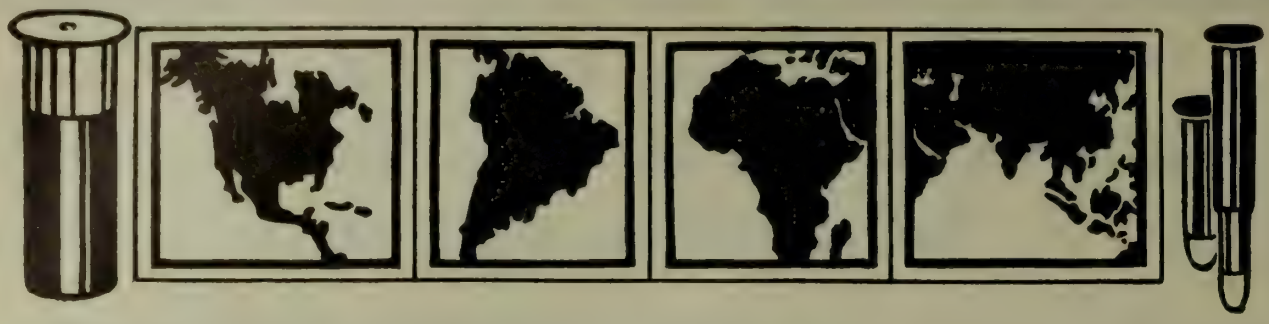
Made of ⅞ in. Steel or Swedes Iron, interchangeable Pins, made so they won't head when driving out.

We make the best line of Cant Hooks, Peavies and Pike Poles.

Send for Catalogue and Discount Sheets

CANADIAN LOGGING TOOL CO., Limited

SAULT STE MARIE, · Ontario



BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

Cartridges of every size, for every make of arm. The four famous, perfect shells.

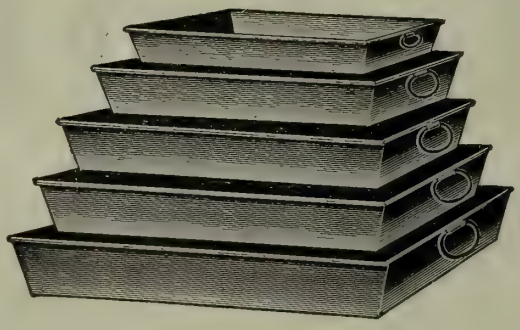
DOMINION CARTRIDGES (Sure Fire)

Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

KEMP'S

A.1. DRIPPING PANS.



SEAMLESS STEEL DRIP PANS.

Nos.	6	7	8	8½	9	6	7	8	9
Inches.....	12x9x2	14½x10½x2½	16x11½x2½	17¾x10½x2½	17½x12¾x2½	9x13½x2	9¾x15x2½	11x16x2½	12x16x2½
Per Doz.....	$1.55	$2.20	$2.65	$2.90	$3.00	2.40	$2.95	$3.30	$3.60
Case Lots. Doz.	6	3	3	3	3	3	3	3	3

WRITE FOR DISCOUNT

KEMP MANUFACTURING CO., Cor. Gerrard and River Sts., Toronto, Can.

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

FOR MANITOBA ASSOCIATION.

Requests have been made to Hardware and Metal by a number of western hardware men that this paper advocate the reorganization of the hardware men of the West in provincial associations. Since the Retail Hardware Association of Western Canada disbanded about a year ago the lot of the western hardware retailer has been harder. Not only has there been much ruinous competition among retailers themselves, which would have been checked had the retailers in the West been actuated by a strong association spirit, but there has been a steady encroachment upon the legitimate retail field by other interests in the trade—an encroachment against which the old association was able to afford fairly efficient protection. Wholesalers have been selling to small contractors, and in Winnipeg and other parts of the West the heating goods trade has been demoralized by unfair competition. From all parts of the country there have been complaints of conditions which can be remedied only by united action of western retailers in strong associations.

Now what was the reason of the non-success of the old association? It was not because of negligence on the part of its executive for at its head it had some of the ablest and most progressive hardware men of the West, and it was well served by Secretary J. E. McRobie, a most efficient officer and organizer, a man well acquainted by long practical experience with the needs of the retail hardware man. If there was not the degree of success which might be desired it was because the association did not receive adequate financial support and many hardware men feel that this was due to the fact that the project undertaken was too ambitious, that the territory was too large. To attempt to organize the hardware men of three Prairie Provinces in one association to be directed from Winnipeg was to attempt the impossible. The territory is too large and the expense too great.

During the last year the hardware men in Alberta have organized a provincial association which has bright prospects of success. British Columbia and Ontario hardware men are also well organized and are making a success of their provincial associations. Why cannot Manitoba and Saskatchewan fall in line? The time seems ripe for such a movement.

In order to ascertain the sentiments of hardwaremen throughout Manitoba, this paper sent letters to several representative hardware men enquiring their views. Below are given some of the letters received. The columns of this paper are open to hardware men to discuss the matter and letters are invited.

Editor "Hardware and Metal,"
Winnipeg, Man.

In reply to your favor of recent date regarding starting a campaign to reorganize the old Retail Hardware Association of the West along Provincial lines in the Province of Manitoba, I would say that I am just as much in favor of this now as I was in the past and I am sure that all of the old executive and those association members who stayed with us until we were compelled to wind up the old organization entertain the same opinion.

We failed to make a success of the old association through the failure of so many retailers to pay their annual dues of $10. It was a question of finances and finances alone. We had an exceptionally good secretary and a good live executive but we could not do business on wind and good wishes. However, I am pleased to see that the question is again becoming a live one, and I hope that some of those who were inactive before will take the initiative and proceed with the work.

After past experiences the writer is satisfied that the hardware dealers of Manitoba need the association, but it cannot be made a success unless it receives the co-operation and assistance of every dealer in the Province. Unless this assistance is assured and the dealers are willing to pay at least $10 a year in dues I cannot see how the organization can be made a success. The association such as mentioned is worth at least $25 a year to every member, and if the hardware men of Manitoba could see the question in this light it would not be any trouble to build up a strong association in a short time.

Personally, I don't feel disposed to take any active part in reorganization but any assistance I can render will be cheerfully given. I am only speaking for myself and I should be pleased to hear the opinions of others who spent so much of their valuable time in the old association. Wishing you every success,

MEMBER OF OLD EXECUTIVE.

Editor "Hardware and Metal,"
Winnipeg, Man.

I am in receipt of your letter asking for an opinion as to the advisability of reorganizing the Retail Hardware Association in Manitoba along provincial lines.

As one of the members of the old association I feel that despite the fact that we failed in our efforts to keep it up it is well worth trying again even though we fail a second time. Organization along provincial lines appeals to me and as I note in the columns of one of your late issues Alberta has already organized, Ontario is gaining ground in this movement and the organization in British Columbia is an undoubted success, I think it would be a good time now for Manitoba to start a movement in this direction. I hope that Hardware and Metal will start a campaign, and if so I should be glad to give it my hearty support.

I am of the opinion that the forming of a trade association in Manitoba and sister Provinces and eventually a Dominion Association to which all the provincial bodies could send representatives is essential to the success and prosperity of the retail hardware trade throughout Canada. Retail hardware men are complaining now of unfair competition in many lines and the only remedy I can see that will better their condition is a well organized association which will be able to deal with these matters and protect the rights of its members. What we want first is closer sympathy among the merchants and an association will do a great deal towards this end even though its membership be not large.

As to the plan to organize, the question is a broad one and I have not had time to give it much thought. It would be better I think to leave this open for discussion at the first meeting to be called.

WILLIAM CHALMERS.

Deloraine, Man., Oct. 31, 1908.

Editor "Hardware and Metal,"
Winnipeg, Man.

Answering your enquiry with regard to the plan for reorganization of the Retail Hardware and Stove Dealers' Association of Western Canada I am perfectly in accord with the movement if the association is organized on provincial lines.

Our aims in the first organization were correct and the benefits derived during its existence were very gratifying, but we fell down when we attempted to embrace all the Provinces of the West in one association before we were in a position to do so. Had we remained a purely provincial organization I venture to say we should have been a going association to-day.

I don't think the association spirit is dead through the Province but believe that it is only necessary for someone to start the movement in order to have it taken up with renewed zest by the dealers of the Province of Manitoba. While the association was in existence the dealers were brought into touch with each other at our semi-annual meetings. Ideas were exchanged, barriers were broken down between dealers in the same towns, means of protecting and directing trade through its proper channels were discussed and acted upon and many other benefits were derived as well.

I may be wrong but I certainly believe that if there ever was a time for organization it is the present. Everything seems very prosperous now but I believe in looking ahead and being prepared for any emergency that may present itself.

What do the other hardware and stove dealers think?

J. A. GILHULY.

Arden, Man., Nov. 3, 1908.

Dressing the Christmas Window

Examples of Displays Made in Canadian Hardware Stores—What Are the Best Selling Features?—Goods Should be Priced—Some Liberal Prizes Offered.

There are few hardware men in Canada to-day who do not make a special effort to capture their share of the money spent for Christmas presents by the great multitude who follow usage and remember the various members of their family and their near friends. In fact, numerous hardware merchants find the Christmas holiday season the most profitable in the year, and each year add new lines of specialties to their stock to help swell the volume of their trade.

Of course, every hardware store at holiday time sells a lot of cutlery and skates, sleds and hockey sticks, and an increasing number are pushing carving sets and silverware, chafing dishes and percolators, carpet sweepers and lighting goods, but many have still to learn the advantage of widening out and making the hardware store the most popular gift headquarters in his town. Too many are neglecting to urge the public to buy tool boxes for the boy, a safety razor, shaving brush, mug and soap for the young man, snowshoes for the growing girl, a pair or scissors, or piece of plated ware for mother, a set of carvers for father or a cutlery cabinet as a family gift. Then strong arguments can be advanced for numerous other hardware lines such as ranges, washing machines, food choppers, roasting pans and other articles of practical use.

Suggest Practical Gifts.

A hardware store can really be advertised as the most practical place to buy presents. Few women can suit a man's taste in neckties and few men would attempt to purchase wearing apparel for their sisters or lady friends. Therefore, if the hardware dealer puts some thought into his window displays and holiday advertisements, suggesting gifts at 50c, $1, $2 and $5, and other "gifts for father," mother, brother and sister, he can easily convince his customers that the hardware store is the most practical place to purchase their Christmas gifts.

Display the goods well, mark the prices in plain figures. so they will sell themselves, arrange the stock of holiday goods on tables, and stands so that customers can examine the goods and see the price. Do this, and use the windows and local papers to attract attention, and it is likely that Christmas eve will see the stock cleared out, especially if an "early buying" campaign is conducted.

Prizes for Holiday Displays.

Each year Hardware and Metal endeavors to encourage a greater interest in hardware window displays by offering prizes, and this week announcement is made of seven prizes, aggregating to $25, which will be awarded to the merchants and clerks who plan the windows and advertisements considered to have the greatest selling power.

This week we also reproduce half a dozen displays made a year ago, together with a review of their strong and weak points. Some practical ideas regarding mechanical displays and window construction are also presented, and it is hoped that these will help a larger number of window trimmers to put together displays worthy of photographing and sending to Hardware and Metal for reproduction.

DISPLAYS MADE LAST YEAR.

A. M. Bell & Co., Halifax, whose windows have been made famous by S. S. Wetmore, had a mechanical display last Christmas in which a moving train was shown. In another display made last spring they used the mechanical airship shown in the two illustrations we reproduce. The airship had a a car attached in which there were dolls, representing men. The balloon and car were decorated with flags, upon which were printed local hits on topics discussed by the City Council and Board of Trade; also flags having on them advertisements of fishing tackle, etc.

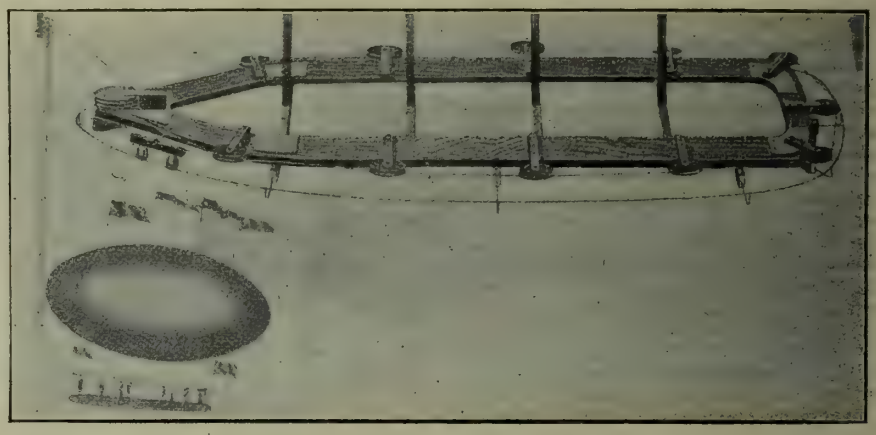


Fig. 1.—Airship in Window Display.

The balloon and car were suspended by No. 36 wire, fastened to a truck, running on a single wire track, and propelled by an endless belt of wire, running over wooden pulleys, the pulley at the small end of the frame being connected with a cord belt carried down to a small water wheel below the window. The framework and pulleys were hidden from view by a sky of white paper, painted to represent cloud effects, in which was a slot for the wires to pass in the movement of the air ship. The same result might be obtained by tacking bunting around the outside of the track.

Fig. 1 shows the construction of the frame, the manner in which the airship was suspended and the application of power. The frame was 12 feet long by 3 feet 9 inches wide, suspended from the ceiling by four supports made of ½x1½

TWENTY-FIVE DOLLARS OFFERED IN PRIZES.

With Christmas rapidly approaching merchants and clerks have their brains at work preparing plans and working out ideas for selling holiday goods. To encourage a spirit of friendly rivalry the editor of Hardware and Metal again offers a number of prizes for competition amongst hardware merchants and clerks in Canada as follows :

For the best selling window display shown in a city over 10,000 population, $5 in cash.

For the second and third best displays—two copies of "Hardware Window Dressing," retailing at $5.

For the best display in a town or village under 10,000 population $5 in cash.

For the second and third best displays—two copies of "Hardware Window Dressing," retailing at $5.

For the most effective newspaper advertisement, $5 in cash.

Conditions.—Displays and advertisements must be of Christmas goods sold through hardware stores, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods and special holiday lines. The editor, with the help of capable judges, will decide the winners. Additional prizes will be given if entries of special merit are received, while in the absence of competition in any one section, the prizes will be transferred to another where the entries are more numerous. Photos, etc., should be mailed by Jan, 1, 1909.

Address, The Editor, Hardware and Metal, 10 Front St., E., Toronto.

in. stuff, and the corners were braced by pieces of ½-in. wood. The pulleys revolved in pieces of wood, which were

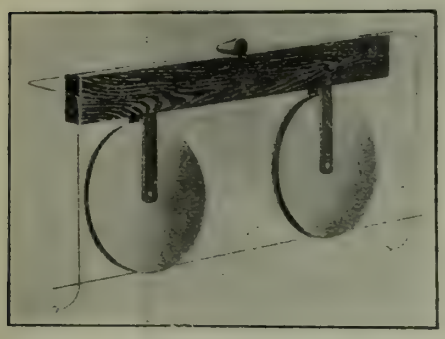


Fig. 2.—Truck from which Ship was Suspended.

screwed to the frame. The pulley at the pointed end of the frame was 5 ins. in diameter, ⅝-in. thick, and had two grooves, one accommodating the track belt and the other one the power belt. The other pulleys were 3½ in. in diameter by ¾-in. thick. All pulleys were of wood, with brass tube bushing. The track was made of No. 8 iron wire, which was soldered to wire supports, the other ends of which were fastened in the ends of wooden blocks screwed to the frame. The track stood off from the pulleys 1¾ ins. and was 3 ins. below the pulleys. The truck from which the ship was suspended had two wheels, as in Fig. 2, which were swiveled so as to pass around the corners.

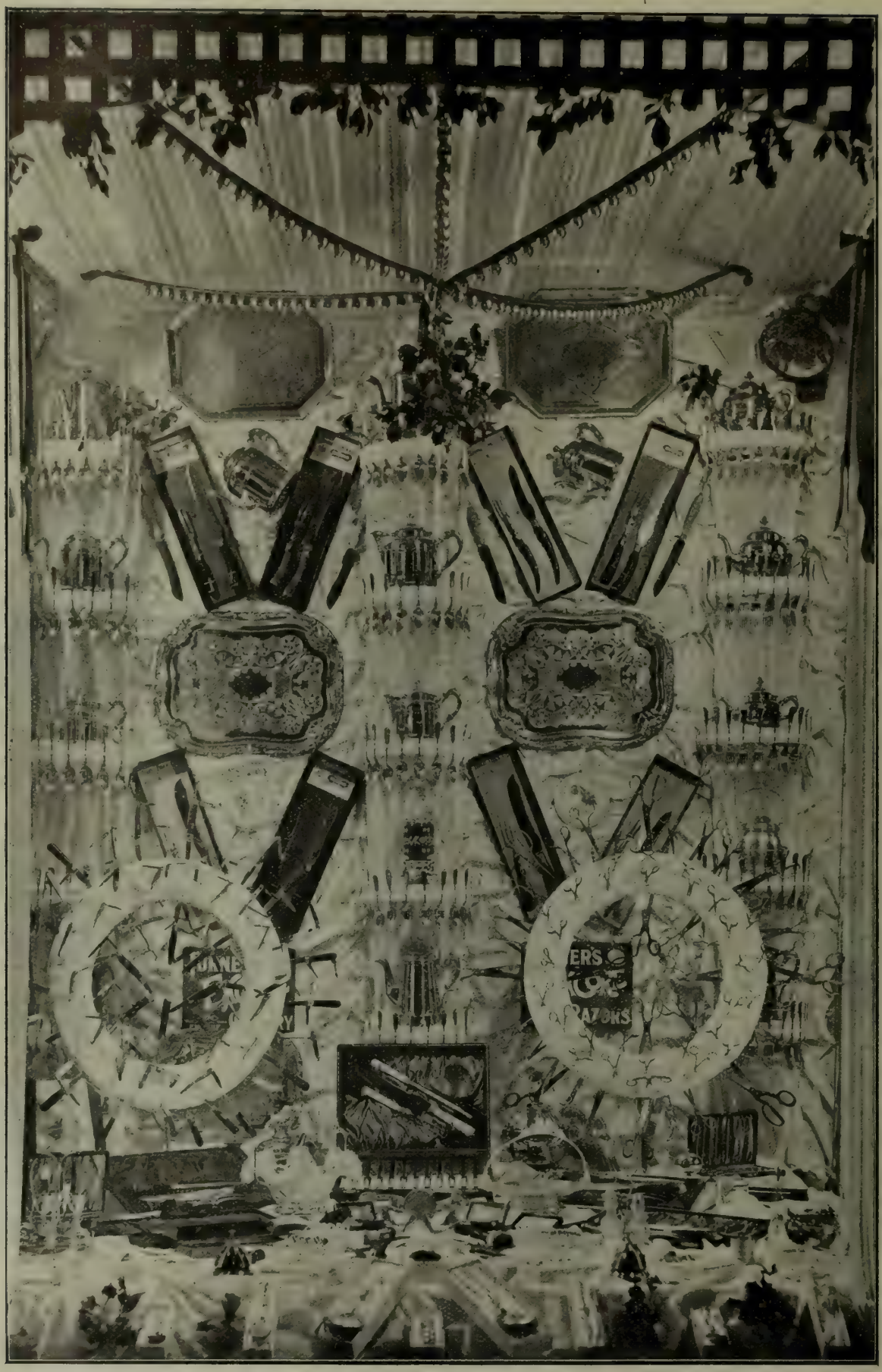
Across the top of the truck frame a funnel shaped tube was fastened, with the small end pointing away from the frame. A piece of wire was soldered, with the aid of a tin bracket, to and at right angles to the propelling wire belt, the free end of the wire passing through the funnel-shaped tube, and the end of the wire was bent to prevent it slipping out of the funnel. When the propelling wire belt was in motion, the wire working in the funnel drew the truck, with the ship attached, around the track. The motor cord belt was carried from the small end of the frame horizontally to a vertical pulley in the corner of the window, thence to the window bottom and through to the water wheel below the window. If more convenient, power may be obtained from an ordinary electric ventilating fan, reducing revolutions to about three and one-half per minute, with connections from a 16-candlepower incandescent light.

The display made by Stanley Mills & Co., Hamilton, made in a square window on a pyramid of shelves, has the advantage of being price-tagged, a feature which enabled probable buyers to select the article desired before entering the store.

Should Price the Goods.

Some excellent displays were made a year ago by Canadian hardware merchants, one of the best being a cutlery and silverware window arranged for Johnson & Co., Brandon, Man., by Walter Bate. As will be seen from the illustration, the trimmer put some time on his work, but the time and expense was repaid several times over. The window is on a corner and has glass on three sides. White cheesecloth was used as a background, the ceiling being pleated, as are also the pillars supporting the wooden grillwork decorated with holly. The small shelves holding kettles and trimmed with table cutlery, the artistic arrangement of the trays and carvers, the hanging rings of pocket knives and scissors, the display on the floor and the arrangement of sleigh bells on the ceiling all help to make a display, the chief criticism of which is the absence of price tickets on the goods displayed.

Silverware and Cutlery Display Made Last Christmas by Stanley Mills & Co., Hamilton, Ont.



Cutlery and Silverware Window Trimmed by Walter Bate for Johnson & Co., Brandon, Man., Last Christmas.

Fine Window at Berlin.

The P. Hymmen Co., Berlin, have the reputation of having a thoroughly up-to-date store, and their window shown this week was designed and dressed by L. H. Fleischaeur. It is 10x9x7 feet deep. The background is 6 feet high and made of wood, covered with building paper, oiled and painted white twice. On this background are displayed 2-feet circles of shears and the balance of space filled out with three Rogers silverware signs and holly. In the centre of the window and against the background is a tier of three steps with 12 inches run and riser. These steps are also covered with white paper and are used to display carvers and other dark case goods. On either side of these steps is a pedestal 12x24 inches, covered with white sateen, which supports a newel lamp each. The floor of the window is covered with building paper, painted a medium green. Easels with wood top of various heights are used to display pocket knives. Every article bears a neat price tag.

Torrance & Kaufman, Almonte, made a display arranged by Roy Gilmour, who with some lumber built a series of steps with an arch above. On the arch and hanging from it, table cutlery, razors, strops and display rings were shown, the arches being covered with light green cloth and the cardboard rings and steps with white cheesecloth. All the case goods were price marked. The window is a creditable one, but seems to lack a strong central feature.

Airship Display at Goderich.

Another airship display was made last December by Chas. C. Lee, Goderich, arranged by R. W. Craigie. This balloon was made of a range boiler with wire on the ends and covered with cheesecloth. The frame was made of strips of wood painted black and suspended by picture wire from the balloon. A shaft ran from end to end of the frame, on each end of which was a propellor and at the rear end was a drive wheel which was turned by a belt from a water motor concealed behind background. Strips of twisted tissue paper passed over the balloon to the frame, forming guys and on the top of the frame a Teddy Bear stood looking outward, while another hung from a rope below. The rudder or steering gear was suspended at rear and below frame. When in motion no one could pass this window without seeing the airship, and their curiosity being aroused, they would invariably stop and look over the goods, this resulting in many sales.

Mr. Lee's window measures 24 feet in length, 9 feet in height and 8 feet deep. From the back of the window to the top of the glass, blue cheesecloth was draped, forming the ceiling of window. Across the back at the top a banner ran from end to end, bearing the inscription, "Chas. C. Lee, Hardware," and below this, red cheesecloth formed the background upon which were hung Bissells' carpet sweepers and nickel bathroom fixtures. In the centre of the latter was a panel on which Santa Claus, with the Bissell's carpet sweeper was represented in front of grate distributing the Christmas gifts. The platform of the window was covered with white cheesecloth, upon which were displayed a well assorted line of Christmas goods, ranging in prices to suit any pocket-book. At each end of the window heavy brass grate fenders with tongs, poker, brush, shovel and soft coal vases gave the idea of

Artistic Christmas Display Arranged by L. H. Fleischaeur, with the P. Hymmen Co., Berlin.

Airship Display Prepared by R. W. Craigie Last Christmas for Chas. C. Lee, Goderich.

grates, while at one end red cheesecloth draped around a panel of fancy builders' hardware, and at the other an electric sign or display in black with yellow and red decorations wishing all the season's greetings, gave the impression of mantles. Then in centre of window hung the airship.

A Port Arthur Display.

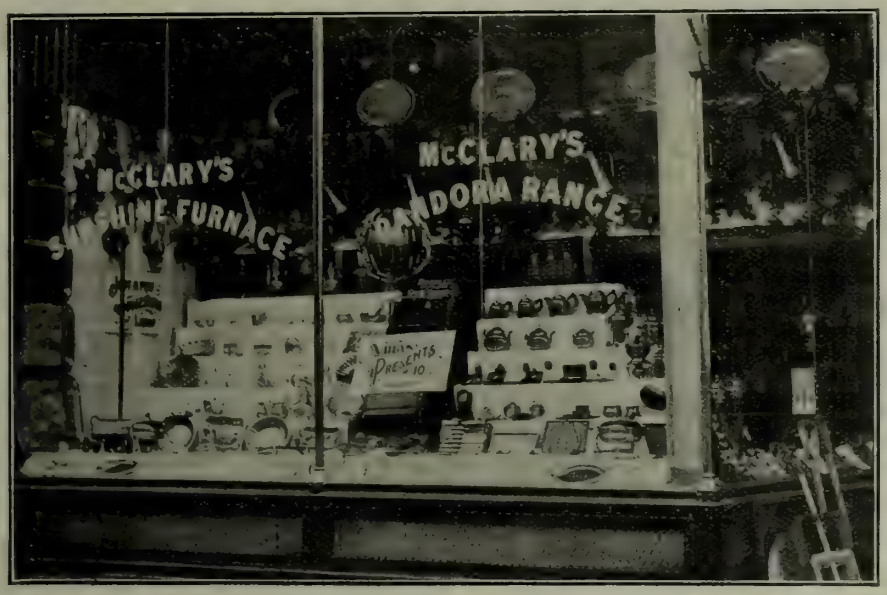
The Marks, Clavet, Dobie Co., Port Arthur, who have a fine wide store with good possibilities for both interior and window display, showed a neat window of Christmas suggestions put together by Frank O'Neill. In the display are to be seem trays, hollowware, cutlery, nickel-plated kettles, clocks, case goods and carpet sweepers. A feature is the offer of a ten per cent. discount on Christmas goods, which the firm finds helps sales materially. In addition to this they mark all goods in plain figures.

Mixed Trim at Bracebridge.

A mixed display of tools and holiday goods was made by George W. Eccles-tone, Bracebridge, the trimmer being H. J. Marshall, who reports that the firm sold more table cutlery, carvers, silverware, pocket knives, tools and tool chests, than in any previous season. Around an ash can in the centre were arranged a number of small boxes, all covered with red bunting, this showing

Christmas Window Display Prepared by Roy Gilmour for Torrance & Kaufma n, Almonte, Ont.

up well on the uneven surface. On these large articles of silverware and cut glass were arranged, in front of these being case goods and table cutlery, with skates setting off the sides. A glass shelf was suspended for pocket knives, and razors were shown in hanging circles of cork. More shelves were built up on the right side, while tools were strung on the left wall on a network of poultry netting. More tools were shown on stove boards hanging in the background, while below are tool chests running from 50c to $5. All Christmas goods in the window and store had a price card attached.

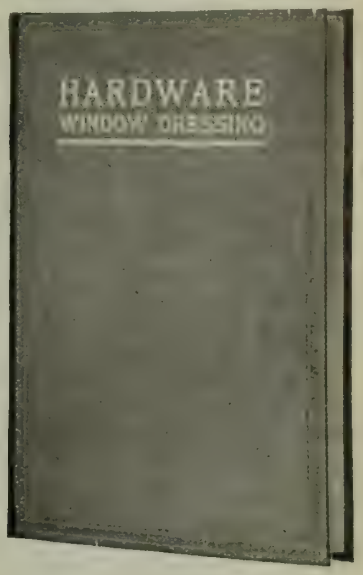


Silverware Display Arranged by Frank O'Neill for the Marks-Clavet-Dobie Co., Port Arthur.

BOOK ON WINDOW-DRESSING.

Up to the present time there has never been a book for hardware window trimmers to refer to for ideas, although the demand for a work of this kind has been very great, both in Canada and the United States. The Merchants' Record Co., Chicago, have now published such a book entitled, "Hardware Window Dressing," it comprising 250 large pages of extremely valuable suggestions, including pictures of windows from all parts of North America, descriptions of the construction of numerous mechanical displays and a lot of valuable information in printed form on every phase of the subject.

For the merchant who wants to use his windows to advantage, and the clerk who desires to improve his position the book is well worth its price and, like a subscription to a trade paper, will pay for itself many times over. The price is $2.50 postpaid, and Canadian buyers can best avoid trouble in securing it by ordering through the Technical Book Department of the MacLean Publishing Co., Toronto.



A Window Display Encyclopaedia.

Call attention to your window displays in your newspaper advertising. It brings many a would-be purchaser to the store.

Holiday Window Arranged by H. J. Marshall for George W. Ecclestone, Bracebridge.

Plans for Holiday Advertising

Sample Advertisements Which May Suggest Ideas for Business Pulling Announcements During the Coming Month.

We are now on the verge of the great Christmas holiday season. "To whom shall I give—and what"—are the questions beginning once more to agitate the mind of Chistendom. This being indisputably the case, in your own particular locality as well as elsewhere, it is an act of wisdom for every hardware merchant to plan to do his full share in the solving of the universal Christmas present question.

Happy is the merchant who appreciates the value of preparation. Although Christmas Day is six weeks in the future, it is greatly to your interest and to the interest of your customers that they begin the selection and purchase of gifts right away. The earlier the start of persistent Christmas advertising the less will be the congestion during the last few days before Christmas.

It is our intention in this issue to present a few timely suggestions on the subject of Christmas advertising with a view to helping our readers to do themselves justice.

Holiday Advertisement of a St. John, N.B., Store, Shown Without Border.

Prepare Suggestive Ads.

In planning a Christmas advertising campaign we are fortunate in having our public in a buying humor. Little persuasion will be required to induce people to buy something; because people, for the most part, have already determined to do so. The thing for us to remember is that there is a vast public indecision as to what to buy. Therefore the keynote of the Christmas campaign should be suggestion. Let us take care that every ad is brimful of suggestion. Don't let an indefinite ad get into type.

Planning a campaign of this kind requires considerable time and thought. As you will pay good sound money for space it is well worth spending some time to make your investment pay good dividends.

The first thing to do is to make up your mind as to the amount of newspaper space you will use and contract for it with the publisher. The next thing is to write and lay out copy for each issue of the paper in which your ad is to appear. The best plan is to do all this in advance and do it thoroughly. As each week passes the only thought you need give to your advertising then is to see that each instalment of copy reaches the printer as the preceding instalment is used. Of course, you may find it necessary to make changes and additions but the preparation of a series in advance will save you an immense amount of confusion and difficulty.

Some of Last Year's Ads.

We are republishing in this issue, illustrations of the prize-winning ad of Hardware and Metal's last Christmas contest, and the two runners up. These are excellent examples of live Christmas advertising and contain many valuable suggestions for those who are experiencing any difficulty in the preparation of effective holiday ads.

For the coming three or four weeks it will be wise to devote a portion of your space to a short, general talk upon the advisability of early shopping. A number of good reasons can be urged in its favor, such as, for instance, better selection; comfort; convenience; quicker service; etc. These points are bound to influence quite a number of the more thoughtful and prudent of your possible customers, and the extent of such influence is just as great as the force with which the point is urged.

Use pictures of the goods wherever you can. People like to see what the

goods look like. While talking of pictures it might be well to remember that old friend Santa Claus, with his rotund, fur-clad figure and jolly rubicund face, although making a good Christmas decoration for an ad, is somewhat overworked.

Giving information is the main thing to think about. General talk is all very well if you have nothing definite to offer. But the kind of advertising that will bring the crowds is the kind that offers suggestions and puts a price to them.

Many merchants have had great success by advertising selected lists of gifts suitable for different persons. A well-stocked hardware store has something in it for everyone—man, woman and child. Go over your stock and make up lists of the goods suitable for gifts to various persons and for various purposes and advertise them as such. It is the best kind of Christmas advertising.

Some Use Booklets.

Some hardware firms have found that a booklet full of suggestions has brought excellent results when used in conjunction with their newspaper advertising. If you are going to use this form of advertising it will be necessary to get it under way pretty soon. Cuts in abundance will be required, and a price attached to every item. Your local printers are quite capable of getting out a fetching booklet. Elaborate ornamentation is hardly necessary, although the booklet—articularly the cover—should have a "Christmas" look about it.

The way to go about making up your booklet is a very simple matter: First, determine the size it shall be—the printer can help you here because getting up such booklets is part of his business. Then get up your reading matter and cuts, writing about the goods in just such language as you would use if describing them over the counter. Don't be long winded—brevity is the soul of advertising as of wit. If the picture of an article is a fair representation of it little description is needed; let what reading matter there is refer more to its uses. In most cases electros of the articles in your stock can be obtained from the manufacturers at a nominal cost. If they can't be obtained in this way, samples of the goods will have to be sent to a photo-engraver, who will make drawings or photographs from them from which to make engravings or "cuts."

When your reading matter is completed and your cuts all collected turn the whole thing over to the printer and tell him to make the best possible use of them in getting up a booklet of the specified size. Let him submit two or three "layouts" or sketches of a cover design made up from type and stock ornaments and borders from which you may select the one that you think will most likely please your customers and be in harmony with the contents of the booklet.

The Manson Manufacturing Co., of Thorold, are thinking of locating in Dundas.

PHOTOGRAPH WINDOW DISPLAYS

Every trimmer should photograph his best efforts. Often they come in mighty handy for references and besides it gives one pleasure to sit down and look over the past records and note the improvement. Many times an old trim will suggest a new idea, and unless you keep your photos you are very liable to forget them entirely. Besides, good window photos are the best advertisement the trimmer has, and will add mightily in securing better positions.

An experience has proved that the best results can be obtained by photographing by electric light, provided the window is properly lighted, and making a long exposure, gauged according to the power of the lens and the class or color of goods to be photographed. A window with sharp, distinct contrasts, or one containing light colored goods, does not need as long an exposure as a display of dark colored goods, or one without sharp contrasts of light and shade.

A 15-minute exposure is enough for the average well-lighted window. A poorly lighted window, or one containing dark merchandise, will require a longer exposure—20 to 30 minutes is not unusual. During all this time the camera is exposed people can pass to and fro in front of the camera without spoiling the photograph, provided they do not stand in one place for any length of time.

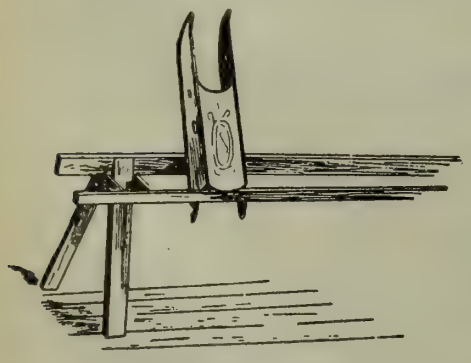
Sometimes the top of the window is lighted much more strongly than the bottom of it, so that the photographs always come dark at the bottom. This can sometimes be avoided by placing two or three electric lights in the bottom of the window (extensions can be run from some of the sockets in the window), and so shielding them as not to shine directly into the camera. Al-

One of the Holiday Ad. Competition—Sent by A. W. Humphries & Son., Parkhill, Ont.

ways remember that the window must be lighted more strongly than any objects across the street, otherwise these foreign objects will be reflected unless the screen is used. Also remember that a long exposure can not be taken if there is even the faintest wind blowing, for the slightest shaking of the camera will blurr the photograph.

A SLED DISPLAY RACK.

A home-made arrangement which will render sled displays more attractive is a sled rack now in use in several sporting goods stores. It permits of standing the sleds placed on it so that they take up but little space, and at the same time are shown to the very best advantage. When sleds are exhibited by means of this rack the rear ends of the runners go under the lower bar of the rack, while the runners farther front rest on the middle and higher bar of the rack. This device may be made in any length and size to fit the space provided for the display. The legs are usually from four to six inches in length, however. The advantage of a sled rack is considerable when a large stock of sleds is carried, and by its use some may be stood on the floor while the front portion of the runners rests on the lower bar. A sketch of this appliance is shown here and may enable retailers interested in such devices to construct one for themselves.



A Sled Display Rack.

Lamps placed along the lower edge is one of the latest improvements in show window lighting. To be effective, they should be screened from view by either a permanent fixture or a shade which can be raised slightly above the line of the lamps.

SILVER STEEL SAWS.

The accompanying illustration gives an idea of a beautiful booklet just issued by E. C. Atkins & Co., the Silver Steel saw people, Hamilton, Ont. As its title would imply, the book treats entirely of cross-cut saws, and presents the arguments which this company uses in the sale of its cross-cut saws in a forceful and convincing manner. The illustrations are very fine and show to splendid advantage some of the famous Atkins Silver Steel saws. The booklets are now being distributed very generally through the mails by the Atkins Company and many prominent jobbers. Copies will be sent free upon request.

Silver Steel Saw Booklet.

BEAUTIFUL XMAS GIFTS

Suitable for Father, Mother, Brother or Sister, in Fact for Everybody,

Are to be found in this store. There is no nonsence about the presents you buy at our store; good sensible presents, of unquestionable quality, all marked at reduced prices that are bound to move the goods with a rush. Our stock was never more complete with "quality" goods direct from the factories of the east. We want to do business with you and are confident that we can satisfy the most exacting.

"1847" Rogers Bro.'s Silverware

This famous line of plated ware needs no introduction, having been on the market over half a century, and is the recognized standard today. Our assortment is right up to date with all the latest patterns and designs. Seeing is believing. We're here to show you.

Four-piece Tea Service, with 15 in. Waiter; special price..... $25.00
Doulton Ware Salad Bowls, with helps $10.00
Fruit Dishes, beautifully decorated, from ..... $3.50 to $6.50
Berry Dishes, with spoon, at..... ..... $4.50, $5.00 and $6.75
Lemonade Pitcher, with plated tops, at ..... $3.50 and $4.25
Bake dishes, with removable enameled linings, at $6.25 and $7.00
Cake Baskets from $3.50 to $7.00
Cream and Sugar, several patterns, at ..... $5.00 and $7.50
Sugar Bowls from...$2.75 to $5.00
Pickle Cruets from $1.50 to $5.00

Also a choice assortment of Butter Knives, Sugar Shells, Fruit Knives, Cold Meat Forks, Berry Spoons, Jelly Knives, Coffee and Tea Spoons, Cheese Scoops, etc.

Fancy Parlor Lamps

We have just received a lot of first-class Lamps of beautiful design. These goods arrived a little late, and every one is going at cost price to clear. Prices from $2.50 to $5.50.

The Rayo Lamp, best on the market for office or library ...$3.00
Hanging Lamps, splendid line, from..... $5.00 to $12.00
Mikado Night Lamps, just the thing for children; complete with decorated bowl and shade ...60c

Shaving Supplies

We have every requisite for gentlemen who shave themselves, and in this department, like our other lines, quality is of first consideration.

Ender's Safety Razor in plush lined case containing one triple silver plated holder, one stick soap, one brush and 12 keen-edged blades, ...$5.00
Ender's Safety Razor in paper box with 12 blades $2.00
"Carbo-Magnetic" Razors ...$2.00.
Bokers' "King Cutter".....$1.75

Also Razor Hones, Strops, Brushes, etc.

Keen Kutter Tools, Etc.

For the boy with an inventive or mechanical turn of mind the wisest thing to do is develop it. To do this he must have tools to work out his ideas in models of wood or iron. Keen Kutter tools are the only complete line of tools in the world under one name and trade mark. Every Keen Kutter is guaranteed to be of satisfactory quality, and the finish on these goods is very much superior to any other line in the world

To anyone purchasing complete or part sets of tools this week we will give a discount of Ten Per Cent.

Bissell's Carpet Sweepers

These sweepers are known the world over as the finest made. Why not take one home to your wife? She will appreciate it more and more every day, besides it saves the carpets, curtains and furniture from dust and wear.

The "Grand Rapids" cyco-bearing, with oak or mahogany case and nickle-plated trimmings...$4.00
The "Champion," a good, cheap sweeper, at.....$2.50

"Perfection" Oil Heaters

These heaters are made of steel throughout, with handsome nickle-plated trimmings, solid brass oil tanks, and the most improved burner ever devised. They burn absolutely without smoke or smell, and throw an intense heat. Just the thing to take the chill off the dining room in the morning, or to heat isolated bedrooms. Two sizes.

No. 120 .....$4.00
No. 160 ..... 6.00

"Elite" Enameled Ware

Our display of the famous four-coated Elite ware comprises all the commonly used cooking utensils, such as Preserving Kettles, Tea Kettles, Milk and Rice Boilers, Sauce Pans, Teapots, Berlin Kettles, Pails, Dish Pans, etc. We import this ware direct from Austria, Europe, and it is guaranteed acid and poison proof.

Special sale of this ware till New Year's at a discount of Fifteen Per Cent.

Anything in Fine Furniture

As a gift is sure to be appreciated in the home. We have a well assorted stock of high and medium grade goods, all marked at bargain prices for the holidays. Come in and look it over. We have the piece you want.

Sideboards in surfaced oak, plain and quarter cut oak, from..... .....$15.00 to $45.00
Dressers and Stands, from..... .....$12.00 to $35.00
Hall Racks, from $10.00 to $18.00
Parlor Tables, in quarter cut oak and mahogany, from ....$2.50 to $10.00
Oak and Mahogany rockers, from ..... $3.50 to $10.00
Rattan Rockers, from $3.50 to $5.00
Baking Cabinets at $8.50 and $10
Medicine Cabinets, complete with bottles, labels, etc..$3.50 and $6

When You Think of Christmas, Think of us.

DeWITT BROS., NAPINKA, MAN.

If You Buy it Here, it's Right.

Dewitt Bros.' Fine Holiday Advertisement in the "New Century," Napinka, Manitoba.

ADVERTISING PAYS.

Lillian Braythwaite Hill, the very successful writer of humorous advertisements, spoke at a businessmen's dinner in Chicago on "Fun in the Ad." Miss Hill began in this way:

"Does it pay to advertise? Well, I should say so. A man came to an editor in the town of Shelbyville one day and asked that question.

" 'Does it pay,' said the man, 'to advertise in your paper?'

" 'Does it pay to advertise in my paper? You just bet it does,' the editor replied. 'Look at Sands, the hardwareman, for instance. Sands advertised for a boy last week, and the very next day Mrs. Sands had twins — both boys.' "

TO POLISH THE WINDOW.

Nothing serves to attract as much attention as a highly polished show window, and the dealer having one has no trouble in drawing a crowd to his window display. The following mixture, which is in the form of a paste, when applied with a soft rag and rubbed off with another soft, dry rag and used properly, will make the window as clear as day. To make it, it is necessary to take nine ounces prepared chalk, one-half ounce jewelers' rouge, five ounces water, three ounces alcohol, and stir thoroughly.

Do not crowd your windows. Too many different articles used at one time distract the attention and defeat the object of a window—to attract attention to certain articles.

Christmas Gifts—Buy them now

WHEN you come to think of it, it does pay to do your Christmas shopping before the rush comes. It's more comfortable—you don't have to hurry. Then, those who buy while our stock is complete, before any of the lines are cleared out, get a much better selection. The store service, too, is bound to run more smoothly when things are not congested.

Here Are a Few Suggestions

For Father

NICE CARVING SETS. We have some beauties in 3, 5 and 7 piece sets, all of excellent quality and appearance, running from $7.50 away down to $1.75

SAFETY RAZOR. May be father's tired of his old style razor and would appreciate an up-to-date safety. We are specializing on the Blank Safety Razors in lined cases with six guaranteed blades, at - - $4.50

For Mother

A COFFEE PERCOLATOR. Helps to save your mother trouble in the making of "real good" coffee. This makes an acceptable, handsome, lasting gift. Prices upwards from - - - - - - $5.50

SILVER SPOONS. Give her a nice case containing half dozen Silver Spoons. We have sets in charming designs at prices upwards from - - - - - - $3.00

For "Those" Children

CUT

The Boys

All kinds of things to be had here—sleds, jackknives, mechanical toys, etc. We suggest a set of tools as being at once a pleasing, useful and instructive present for a boy. We have a special boy's tool set at - - - - - $2.25

The Girls

Dolls innumerable here, at all prices from 15 cts. upward to $7.50. Doll's go-carts; Doll's houses; Toy tea-sets; Toy irons and ironing board; we suggest a pair of skates at - - - - 85 cents.

CUT

For "Her"

It ought to be something fancy; and yet something that is useful and that will always remind her of the giver. We suggest a manicure set; embroidery scissors; folding pocket scissors; or a nice BRASS INK-STAND. We have an excellent assortment of these goods at prices ranging from $10.00 down to - - - - - - 75 cts.

For "Him"

We have a number of good things in stock that "he" would appreciate. Shaving Sets for instance; or Safety Razors, Smoking Sets; Thermometers; Razor Strops; all kinds of Tools; Cuspidors. Any of these goods would be useful to "him." If he's mechanically inclined (as lots of men are) see our Amateur Carpenters' Tool Kits at $11.50

Heaps of other nice things at prices you can easily pay. Call and see us.

JONES & SMITHSON

202 Main Street

Suggested Form of a Christmas Advertisement.

HARDWARE AND METAL

Established - - - - 1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses:

Canada: Macpubco, Toronto. England: Atabek, London, Eng

OFFICES:

MONTREAL - - - - - 232 McGill Stree Telephone Main 125

TORONTO - - - - - - 10 Front Street East Telephone Main 7324

WINNIPEG - - - 511 Union Bank Building Telephone 3726

LONDON, ENG. - - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - - J. P. Sharpe 933-935 Monadnock Block

NEW YORK - - R. B. Huestis, 544 West 145th St. Telephone 2430 Audubon

VANCOUVER, B.C. - - - - - R. B. Bennett

PARIS, FRANCE - Agence Havas, 8 Place de la Bourse

ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00

Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

WIDE RANGE TO SELECT FROM.

Although at first consideration the range of articles that a hardwareman can easily carry for his Christmas trade undertaking, may seem somewhat limited, deeper reflection will show that this is far from being the case. Taking the lines that a dealer habitually stocks there are several that can most appropriately be placed in the category of useful and appropriate presents. For instance, there are the sporting goods. What gift could be more acceptable to those whose inclinations lie that way than a rifle, revolver, or any of those other articles associated with the fascinating pastime of hunting. And similarly, skates, hockey sticks, snowshoes, toboggans, sleds, exercisers, boxing gloves, etc., are lines that can appropriately be included in the Christmas display.

Tool boxes of various assortments to delight the amateur carpenter also readily come to the mind, while the showing of ordinary lines of tools may prompt many a mechanic's wife to present her husband with something that will prove of the utmost utility. In his cutlery department, the hardwareman has articles that cannot be beaten as gifts, and if only a few lines have hitherto been carried he can with profit to himself extend them. Carver sets, knives and forks, pocket knives, shears, and scissors, are fine sellers, and with the display cabinets that can now be obtained, a most attractive show is easily arranged. Many of the ordinary lines of household utility articles can also be prominently pushed.

The goods we have mentioned are all part of the stock that the average hardwareman carries, or should carry, and yet by themselves they would make very good showing if displayed with a Christmas coloring. But when those articles which are outside the staple lines of hardware, but which can just as easily be handled, are taken into consideration, the merchant has a wide range from which to select. First to the mind comes plated ware, silverware, and cut glass. Many dealers stock a few articles of plated ware, but they could with advantage increase their lines, not only for Christmas trade, but for trade all the year round. In these three directions a variety of articles can be enumerated which are not only good sellers, but bear a satisfactory margin of profit.

For the men there are goods such as smoking sets, razor sets and strops, and safety razors, and for the women, manicure sets, Japanese ware and baskets, fancy-work baskets, vases, and various household novelties. There is also no reason why the hardwareman should not display toilet soap, cameras, alarm clocks, inexpensive watches and clocks, miscellaneous jewellery, and souvenirs. Electrical specialties are also good sellers, not only for their usefulness, but for the novelty usually attached to them. The merchant can have no difficulty in selecting his articles from the many designs that are on the market. For instance, we might mention flash lamps, cigar lighters, illuminated watch stands, and sets of Christmas-tree lamps.

As the children play such a prominent part at Christmas, and so many purchases are for their benefit, the hardwareman must not forget the toys, especially the mechanical ones. Remember that in delighting the children, the dealer delights the parents.

Of course, no hard and fast rule can be laid down as to the range of goods suitable for each hardwareman to carry. Many of the articles we have mentioned may not seem practical to every merchant. Each one must judge for himself from his experience of his district, and the size of his store; but from the list we have given there should be no difficulty in selecting goods that, properly exploited, will make the hardwareman's Christmas campaign a bumper one.

OUR CHRISTMAS COMPETITIONS.

With a view to stimulating interest in window display and in advertising Hardware and Metal is again offering a series of prizes for a Christmas competition, similar to that conducted last year.

In the last window dressing contest somewhat of an innovation was introduced by dividing competitors into two classes, class 1 including those in the cities and class 2 those in the town and village stores. It was felt that this gave a fairer opportunity to all entrants by reason of the fact that the country stores in most cases have not the same call for decorative goods and some lines of distinctive Christmas supplies as those in the cities. This method proved so successful and satisfactory last year that it is being followed again in this year's contest.

The Christmas advertising contest also awakened a good deal of interest last year and this also is being repeated along substantially the same lines. In this contest a prize will be given for the best advertisement of Christmas goods clipped from a local paper. Advertising is coming to be an important feature in most dealers' sales methods, and the idea of the contest is to help our subscribers to get better results in the advertising they are doing.

Further particulars regarding both contests will be found on another page of this issue.

TAKE YOUR DISCOUNTS.

While much has been written on the subjects of discounts, it is a fact that many retail merchants do not fully appreciate the benefits which would accrue to them by taking advantage at all times of the cash discounts offered by manufacturers and jobbers for prompt payments. It is true that some retailers abuse the cash discount privilege, but as the Retailers' Journal says:

"That merchants should always take advantage of their discount privileges, and do so fairly, according to the rules, is one of the axioms of good business. By discounting his bills the retailer will save more money than he sometimes makes on selling the goods. For instance, on thirty day goods the merchant gets 1 per cent. off for cash in 10 days, which represent an annual rate of 18 per cent.; on 60 day goods he gets 2 per cent. for cash in 10 days, or 14.2 per cent. annual rates; and on 120 day goods he gets 4 per cent. for cash in 10 days, or 13.09 per cent. per annum, making the average of the three classes 15.09 per cent. per annum which he would save by discounting all bills. The actual percentage saved will be greater, because the retailer will probably buy more of the thirty and sixty day goods than of the four months' goods. It is therefore perfectly evident that it would pay the retail merchant to borry money and pay seven per cent. at his bank rather than let his discounts go."

DECORATE THE STORE.

To make a success of his holiday trade venture. the hardwareman must adopt no half-hearted measures. If the attempt is worth doing at all, it is worth doing well, and the dealer who fails to realize this spoils his chances at the outset. Very little business intelligence would be credited to the man who having a fine selling line of hardware and knowing that a strong demand for it needed only some forceful coaxing, made no special efforts to push those good. He would be the first to call himself a fool, and yet how many hardwaremen have carried Christmas lines, without making any very strenuous endeavors to direct customers' attention to the fact. Probably the goods may have taken a minor part in a few window displays, or may have been arranged unobtrusively on a counter with a sort of apologetic air for being there surrounding them. And there the matter rested.

Yet these special lines require more display than any ordinary articles of hardware. They are, to a certain extent, an innovation. It is a recognized fact that the hardwareman carries nails at all times, it is not generally known that at Christmas he may also carry acceptable presents. The people have to be educated to the fact, and the only way to do this is by display, and a display that synchronizes with the peculiar characteristics of the Christmas season. There can be little room for wonder then that hardwaremen who have sought for a profitable Christmas trade by simply putting a few articles on the counter, or in the window, failed in their efforts.

Christmas trade must have Christmas coloring. The season is one when young and old are more directly influenced by the spirit of the times than at any other period of the year. Who would dare to buy a Christmas present in a dimly lighted store, or in one where all signs of festivity, and of joyfulness have been sternly suppressed? Maybe not even a spray of holly, or an ornamental greeting wishing customers a happy Christmas. Why the womenfolk would shudder at the idea of purchasing a present there, and it is the womenfolk that the hardwareman wants to encourage into his establishment. There is no reason why the merchant should not make his store as suggestive of Christmas cheer as does the grocer or drygoodsman. It is no more inappropriate in the one than in the other, and if special lines are introduced it is straining at a gnat to bar the setting that will best help to sell them.

The hardwareman, therefore, who wishes to see his Christmas trade successful, must make his store pretty, and redolent of good cheer. This need not be an expensive matter. Elaborate special displays can be dispensed with unless the merchant feels otherwise disposed. For the time being much of the heavy stuff, such as stoves, ranges, etc., can be removed to the back of the store so as to give more space room, and everything that tends to lighten the appearance of the counter and shelves, apart from the special lines, brought into prominence. The counters, shelves, silent salesmen, and general store fixtures, can be decorated with holly, real and imitation, helped out by red crepe tissue paper, or art muslin. Mottoes in white card or cotton batting on a red background can be displayed, or what would be even more effective and indigenous to the store, mottoes composed of any articles of hardware which would lend themselves to the purpose, such as spoons, forks, or small bright tools. Christmas trees, hung with the usual glittering appendages, intermixed with some of the special lines carried, can also be advantageously employed. Figures, too, of Santa Claus are effective, as they are a sure draw for youthful eyes, and the children are large factors in the buying at this time of the year.

The idea of the merchant in his scheme of decoration must be to evolve the best setting for his Christmas goods so as to give them the greatest possible chance of selling. If there is room to spare in the store a set-piece can be easily arranged. There is plenty of scope in the many ideas that Christmas presents. A popular subject is that of the Santa Claus stocking. A mantelpiece can be fixed with an open grate underneath in which the effect of a coal fire can be obtained by the use of red electric lights. From the mantel stockings can be hung laden with appropriate articles, some of which can be seen protruding from the openings. Upon the mantel, and around it, other specialties can be arranged. Another set-piece can be made by means of a sleigh drawn by cardboard reindeer with the benevolent figure of Santa Claus driving. The sleigh can be made to look as if it were absolutely overflowing with seasonable specialties. A background of snow—which can be elaborated as widely as the artistic eye of the designer suggests—helps to make an exceedingly attractive picture.

It is wise policy, too, to give the store as much the appearance of a bazaar as is possible. Follow the example of the large city departmental establishments, and allow the people to enter the store to look at the lines being carried. Make things easy for their inspection by bringing into use tables and stands which can be placed in the space provided by the removal of the heavy articles of hardware. Make the whole appearance of the store as dainty and as picturesque as the goods themselves.

Then the pricing of the articles is an important factor. Every line should be plainly figured, or if not the whole idea of the bazaar appearance is spoiled. Customers, especially where presents are concerned, like to look over the various articles and see how the prices run before they approach the salesman in earnest. They do not want to drag him around with them while they examine, neither has the salesman the time to give them if they did. In addition, continually asking the price is embarrassing, especially to those whose means may be limited, and who fear that the articles desired may be beyond their purse. Goods that are priced not only sell themselves, but they save the time of the salesman, and render the bazaar all the more forceful.

Of course, the window displays must not be forgotten. They are extremely important in getting the people to enter the store in the first place. The merchant, however, will not go far wrong in following out in the windows, the general ideas here suggested for the interior. Above all, his store, both outside and inside, must reflect the cheerful good-will spirit of the season.

ONE WAY TO KEEP GLASS CLEAR

The merchant sighed, for his window, full of holiday goods, was opaque with frost.

"I'd give a lot," he said, "for some method to keep my windows from frosting over in cold weather."

"I'll let you have the method you want for nothing," said the patron. "Coat the inside of your window with glycerine, and it will keep as clear in Winter as in Summer. I'm a surveyor, and in my trade we always use glycerine on our glass instruments when it's cold."

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 82.)

MARKETS IN BRIEF.

Montreal.

Tin—Advanced to $34.
Copper—Casting now $15.50.
Bars, Sheets, etc.—$1 advance.
Lead—Now $3.70.
Spelter—Unchanged.
Linseed Oil—Advanced 2c.

Toronto.

Turpentine—Advanced two cents.
Linseed Oil—Three cents higher.
Copper and Nickelware—Reduced to 50 off.
Poultry Netting—Advanced 2½ per cent.
Green Wire Cloth—Next year's list unchanged.
Copper—Advanced.
Tin—Unsettled.
Sheets and Metals—Advance predicted.

MONTREAL HARDWARE MARKETS

Montreal, Nov. 13.—A very good volume of business has been done during the week despite the interruption of the holiday. Trade was inclined to be quiet prior to Thanksgiving, but immediately afterwards it picked up splendidly. The holiday business is now commencing to assume definite shape. Jobbers have made their arrangements for a good strong demand, and judging from the orders now coming in, the Christmas call should be an excellent if not record one. Cutlery and plated ware are showing strength, while safety razors, ordinary razors and strops, air guns, and other lines for children are moving.

Despite the sorting up character of the demand during the year making it far from easy for manufacturers to know exactly how to gauge their output, supplies up to now have been well able to meet the call. Unless a big rush breaks in, it does not appear as if the factories would be any more hard pressed during the remainder of the year, as production is now going along well. Considering conditions, dealers are lucky that they have been able to command such prompt shipments to enable them to continue their hand-to-mouth buying.

Ordinary lines are moving at about the same proportionate strength as last week. Builders' hardware is quiet, but household utensils are in better demand. Guns and ammunition show further signs of falling off, but skates and hockey sticks are in growing request. Stoves and ranges, and the ordinary winter lines are moving better, but the reappearance of warmer weather has not tended to liven the movement.

BUILDERS' HARDWARE—A slower movement is apparent in builders' hardware. It is anticipated, however, that a steady call will be in evidence during the winter as dealers' stocks are light, and there will be plenty of finishing, if not actual building, going on in the districts surrounding Montreal. Lock sets, bolts and butts are in strongest demand. Prices generally are unchanged.

SPORTING GOODS—Guns and ammunition show further signs of falling off, the sorting-up orders being of a lighter description. Skates, however, are moving well, and so are hockey sticks and skate straps. Snowshoes, moccasins, sleds, and toboggans are showing stimulation. Revolvers for indoor shooting are showing life, while air guns for Christmas trade are commencing to move. Gymnastic lines are moving at unchanged prices.

CHRISTMAS LINES—Carvers in cases, pocket knives, knives and forks, have developed good strength, while plated ware and silverware are also in better request. Table spoons, berry spoons and pickle frames are most prominent. Safety razors and shaving sets are now going out. Manicure sets are also being called for. Altogether the Christmas trade demand looks very promising. It is evident that some dealers are not leaving things to the last minute, and the majority of the trade might take a lesson from them.

WINTER LINES—With more broken weather winter lines would undoubtedly become stimulated. A fair demand of a sorting up character exists for snow shovels, weather strips, sleigh bells and cold blast lanterns, but the demand has by no means reached the strength it should have by this time. Repeat orders for horse blankets are coming in.

STOVES AND RANGES—Here again more broken weather would stimulate the sale of stoves and ranges, although trade is very good despite the refusal of many householders to recognize that winter is close at hand. Supplies are in good shape however, and apparently well able to look after a heavy demand. Oil heaters and cookers are moving well. Coal hods and ash sifters are somewhat quiet again. Prices are firm and unchanged.

HOUSEHOLD UTENSILS—Various utility articles are showing better strength. Carpet sweepers, asbestos sad irons, wringers, clothes baskets, mops and pails are in most prominent request.

RAILROAD SUPPLIES—Railroad supplies are quiet. The call from the West is keeping up, but the East is quiet, a large portion of the construction work being at an end. Hammers, picks and blasting powder are most prominent. Small tools are in fair demand.

BOLTS AND NUTS—Bolts and nuts have picked up again, and some fair sized orders are going through. Supplies seem in very good shape, which is satisfactory in view of the light stocks in dealers' hands. Prices are unchanged. Nails are about the same strength.

LUMBERMEN'S SUPPLIES—This line is still slow in getting off the mark, although orders are showing some stimulation. Axes and axe handles are the chief articles moving.

SCREWS—The demand continues at fair strength, all sizes being in request. We continue to quote discounts at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

Toronto, Nov. 13.—A healthy trade is evident and while the quantities represented in the various items on the average order sheet indicate that conservatism still exists in buying, and immediate necessities are chiefly specified, still the increase in building and industrial activity and the stronger confidence resulting from the outcome of the elections on both sides of the line, with fear of a disturbing change in policies removed, tends to encourage a better feeling. With stocks low and demand on the increase a steady improvement should be noted from now on.

Prices announced for next year on poultry netting show an advance from 60 and 5 to 60 and 2½ per cent., an indication of a stronger metal market next season. Manufactured goods, of course, will not show the same increase as prices were well maintained during the unsettled period, but with metals advancing a better tone will be given to trade. Green wire cloth prices have also been announced, they showing no change, last year's list of $1.70 in 100 foot rolls and $1.75 for 50 feet being again quoted. The only other change noted during the week is on copper and nickle-plated ware, including kettles, teapots, etc. Prices of these have been reduced from 45 to 50 off the list, the reason advanced being the desire on the part of the U. S. manufacturers to get business by cutting. In the face of a stronger copper market the Canadian makers have followed the cut.

Business in holiday goods continues good with stocks of many lines being rapidly depleted. There is also considerable activity in shipments to Western Canada before navigation closes.

WIRE GOODS—As indicated a week ago, higher prices on some lines of wire goods have been announced for next season. Poultry netting has advanced 2½ per cent. to 60 and 2½ off, but green

wire cloth is again quoted at $1.70 in 100-foot rolls. Coiled spring wire continues at $2.75 for No. 9.

HEATING AND LIGHTING—Stoves and heaters are moving better on account of the colder weather and manufacturers report stocks of many lines running short. Retailers report a good demand for lamps and lanterns. Some handsome holiday lines are being shown.

WINTER LINES—Snowflurries and snowfalls in many districts have hurried up some delayed orders for snow shovels, weather strip, storm window fittings, etc., and retailers are also finding a better demand for horse blankets. This also is developing a better call for sleigh bells and stable fittings.

HOLIDAY GOODS—Cutlery and silverware continue to sell well and some of the best selling lines are running short. Case goods are popular while a good movement is evident in both hollow and flat ware. Razors and shaving supplies, skates, sleds, air rifles and similar lines popular for presents are being stocked up liberally.

BUILDERS' HARDWARE—Work is progressing on many new buildings and a good volume of trade is being done. The coming of cold weather is hurrying on finishing work and this is creating business. Locks, knobs, door sets, etc., continue at 50 and 10 off.

HEAVY GOODS—Bolts and nuts are in seasonable demand at unchanged prices. Stocks are plentiful. Screws are also unchanged. Wire nails have been moving well, some big shipments having been made. We continue to quote $2.30 f.o.b. Toronto on wire nails.

MONTREAL METAL MARKETS.

Montreal, Nov. 13.—A hysterical movement has been in progress in the primary markets, with the result that all metals, but principally tin and copper, have advanced considerably. This has naturally affected local quotations, and this week copper, tin and lead have jumped up. Trade has been very steady, some good orders going through, especially in tin, but apart from the speculation in London and New York there is no reason why the metals should have advanced. There has been a disposition lately to buy more heavily, and it is a question now whether the higher prices ruling will check this movement, or whether users will be caught up in the advance and squeezed. A steady advance stimulates buying, but sharp inflations, like the present one deter the cautious user unless he sees no possible chance of any reaction. Of course, those who are in want of metal immediately are forced to buy at ruling prices—which proves the danger of buying from hand-to-mouth.

In the present state of the markets it behooves all users to go carefully. As the primary markets fell too low during the panic a year ago, now they seem to be jumping ahead out of all reason. It is impossible at the present moment to separate the wheat from the chaff—that is, to determine what part increased legitimate consumption plays in the bulling movement. Undoubtedly the well-being of the markets of the world depends upon the increase in American consumption, and unless this improvement has steadily set in, a reaction is certain.

For the time being at any rate manipulation has secured control of the copper, tin and spelter markets. Lead has not advanced so rapidly, but still higher figures are prevailing. Pig iron producers in the States are asking much higher prices for future delivery. Everything, therefore, is moving at a quick rate. Reports as to heavy consumptive orders are being reported, but they seem to lack confirmation. No doubt better business is doing, but the markets appear too inflated. Prices seem to be running away from business conditions altogether, unless the long-hoped-for far-reaching demand has at last set in.

PIG IRON—There is no change in the local markets this week. Regular consignments of imported pig are being distributed, while fair orders are being placed with Canadian furnaces. We continue to quote: Middlesboro No. 3, $18.50 to $19; Summerlee No. 2, $20 for carload lots, shaded 25c for 100 tons or over.

Cleveland warrants continue to show stimulation in the Old Country, being quoted at 50 shillings and one penny, an advance of fourpence on last figures. Conditions seem to have improved across the Atlantic, although previous indications hardly pointed to this betterment setting in. Stocks, however, being well controlled, the market is always in a good condition to withstand buffets. Finished steel prices are well maintained, the demand keeping up. A strong buying movement has been apparent in the States, and the situation has become very much brighter in consequence. Merchants are asking much higher prices for deliveries in the early part of next year. Business in finished steel products has also been greatly stimulated, and if the promise of the election is fulfilled, the iron and steel markets are in for a spell of strong activity.

TIN—Following the advance noted last week tin has been raised 1c a pound, and we now quote 34c for jobbing lots. The metal continues to be probably the best seller locally. Steady business has been done, with inquiries well to the fore. The advance in tin in the primary markets was not unexpected. English holders of tin never fail to seize an opportunity to bull tin, and the election of Mr. Taft, and the knowledge that the markets, keyed up so long with the anticipations of a heavy demand, setting in on the conclusion of the contest, would be in a very susceptible state, made an occasion that could not be neglected. The markets have for some time been firm, and apparently the consumptive demand in New York has been stimulated, but legitimate conditions can hardly call for such figures that have been ruling.

COPPER—Copper, in conformity with the New York market, has made a strong advance, and we now quote casting 15½c for jobbing lots, other lines such as cut lengths, plain sheets, etc., being advanced 1c a pound. A steady demand has been in evidence all the week. The strong movement in New York must be regarded with a certain amount of suspicion. The speculative rise in England undoubtedly tended to inflate New York prices. A report is also prevalent that there is a pool working in copper who intend to put prices higher. Undoubtedly in the present sensitive state of the market the metal is an easy mark for speculation. Some heavy orders have recently gone through, and rumors of even bigger ones have been flying about. This is the time when it would be to the best interests of the markets generally that metals should slowly strengthen under a growing demand. This, however, has not happened. We have had a strong inflation with very little knowledge as to the real strength of the consumption. Things may turn out all right, but the speculation, which seems very hysterical, is not helping matters at all.

LEAD—With higher figures quoted in the English market—figures that have not been touched since last April—imported lead has been advanced 10c per 100 lbs., and we now quote imported pig $3.70. The increase is not heavy enough to affect bars and sheets, which still stay at old figures. Orders are very fair, and business on the whole has been satisfactory. English prices have been steadily strengthening for some time, and therefore, it looks as if the advance was due more to the improvement in the demand than to any sympathy with the higher figures in tin and copper.

SPELTER—As in all the other metals, spelter has strongly advanced, not only in London, but St. Louis. For some time the demand has been better in the Old Country, but the St. Louis market has been regarded with suspicion, as figures have been considered far from legitimate. However, both markets have advanced, probably due to the stirring up that all metals have been receiving. Canadian prices are not altered, however, although the market is very firm, and we still quote $5.25. Orders are of fair size.

OLD METALS—Although the primary markets have strengthened, old metals have not yet been affected. Probably next week quotations will be advanced in some lines. Trade is improving. Heavy copper and wire, 11c; light copper, 10¼c; heavy red brass, 10½c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $12; No. 2 cast, $9.

TORONTO METAL MARKETS.

Toronto, Nov. 13.—It is not usual for activity to follow too closely on the heels of an election, but things are certainly waking up in the metal market and there is considerable uncertainty regarding ingot metals. Tin, copper and lead are agitated and there is considerable speculation as to how high copper and tin will be bulled. A feeling of uneasiness is abroad and local dealers do not exactly know what to expect next.

Prices may jump too high and a reaction set in. Of course the altitude or depression in any metal is not made in a day or week and while quotations are higher this week they may be down soon. All prices are up a fraction.

The production of the Lake Superior copper mines for October was 19,943,340 pounds of fine copper, the largest production for any month this year, and compares with 19,206,955 in September and 18,853,400 pounds in October a year ago.

It is stated that the Drummond properties at Londonderry, Torbrook and

Bathurst have been transferred to an English syndicate headed by the great iron master, Sir John Heath. It is also reported that the blast furnaces in Londonderry, which have been idle for some months, will be put in operation again to test the quality of the Bathurst ores. The prices for pig iron show a tendency to advance. The market for black sheets and galvanized sheets is stiffer and some mills have enough orders to fill at present prices as to warrant them in not being eager to book any more at existing quotations, and in view of the outlook generally. An interesting feature is that on top of the recent order for 8,000 tons of steel rails for India the Dominion Iron & Steel Co. have closed a contract for 16,000 tons of rails for the Australian Government, to be delivered before the end of the year. Export orders for steel billets and rods will be placed with the Dominion plant from India, England and Europe. It is whispered that, although steel rails were sold to India at a less figure than at home the company are looking for all the business of that character they can get.

PIG IRON—The future is promising and prices are a little higher. There is, however, no great demand. Something decidedly spectacular might happen at any time with the resumption of blast furnaces and smelters. The quotations are:—No. 3 Middlesboro, \$21; No. 1 Cleveland, \$22; and No. 2 Canadian foundry nominally at \$18.75.

COPPER—The tone abroad is strong and consumers, who have been holding aloof for some time, are purchasing. Locally the demand is active and the situation much stronger. There is an advance of 75 cents in casting ingots, the quotation now being \$15.25. Stocks are moderate.

TIN—This is decidedly unsettled and it is impossible to predict anything with any measure of accuracy. The situation may well be described as irregular. Speculators are bulling the market in the Old Country and there is a sort of re-echo in New York. Tin is still quoted at the same figure—\$32.50.

LEAD—The price has gone up in the English market. The demand locally is vigorous. Prices are fractionally higher. Stocks are light. The quotation is \$3.85.

SPELTER—This is firm and unchanged and there is no alteration in prices. We quote \$5.25 for foreign and \$6.50 for sheet zinc.

SHEETS AND PLATES—Business is very good locally and prices likely to go higher. The quotations of the past few weeks hold good still.

OLD MATERIALS—Some of the factories closing down for the winter created no active demand of late for old materials and locally the state of things is easy. The prevailing prices are:—Heavy copper and wire are 11c; light copper, 9¾c; heavy red brass, 10c; heavy yellow brass, 8½c; light brass, 6c; heavy lead, 2¾c, zinc, 3¼c; No. 1 wrought iron, \$9; stove iron, \$10.50; machinery cast iron, \$13.50; rubbers, 7¼c.

U. S. METAL TRADES.

New York, Nov. 12.—The Iron Age says: Absurd exaggeration characterizes many of the statements current in regard to the improvement which has taken place in the iron trade and in regard to the prospects for the winter. There has been a large buying movement, with advancing prices in pig iron, in practically all sections of the country. So far as can be judged, consumers have based their purchases, in most cases, as to quantity, upon the rate at which they have been melting recently. Many of them frankly admit that they themselves have not the orders ahead for delivery until spring, from their own customers. They are simply covering what they believe will be their minimum requirements because prices have been fairly low and safe.

In the aggregate, the buying has been large, and has covered all grades. It has included early deliveries, the first quarter and the first half. It is extremely difficult to estimate the whole volume, but there have been very many blocks of 5,000, 8,000 and 10,000 tons. Consumers in all branches have bought, including the general foundry trade, the cast iron water and soil pipe makers, the locomotive and car builders, the stove founders and radiator manufacturers, machinery builders, steel works and forges. There appears, too, to have been some speculative buying.

There has been quickened buying in many lines in which jobbers and the trade generally have been bare of stocks, but in the branches of the finished trade in which prices have been maintained there is little inducement to increase commitments because there is no indication of nor any desire to advance prices.

Old material is stiffer and some very big business is in sight. There has been a scramble in copper and 14½c has been paid for electrolytic and 14¾c for lake. The juggling of the metal to suit stock gambling on both sides of the Atlantic is again a feature. The trade has long since lost faith in some of the leading selling interests, and will keep the one cardinal fact in mind that production is going on at a record rate, while consumption is still considerably below normal.

The second reduction in the price of aluminum in the last month has just been announced. No. 1 aluminum ingots were put down from 33c to 29c, recently, and to 25c now. The metal is selling at 15c a pound in Europe.

HARDWARE GOSSIP.

Ontario.

The assets of Wm. Earl, Cobalt, dealer in paints, have been sold.

Ibbotson & Co. have established a hardware store at 343 Bathurst St., Toronto.

J. Culp, who was employed in Glover's hardware store, Aylmer, Ont., has taken a position on the road.

The Deseronto Chemical Co. have sold their premises, blast furnace and ore to the Standard Chemical Co., of Toronto.

H. Gilles, St. Jacobs, has put a new front on his store besides erecting a warehouse 26 x 30 feet. A metallic ceiling has also been put in the store.

The Montreal Rolling Mills Company have moved their Toronto office from 18 Toronto St. to the Home Life Building, corner Adelaide and Victoria Sts.

The Dominion Wire Manufacturing Co., of Montreal, are closing their Toronto warehouse on the expiration of the lease in January, but are retaining an agency in the city with Mr. Hodson in charge.

W. H. Hammond, superintendent of the hardware manufacturing department of the Taylor-Forbes Company, Guelph, has been afflicted with ossified veins and forced to discontinue work. Doctors hold out no hope for his recovery.

G. C. Young, son of A. Young, of Wingham, Ont., who formerly represented Lewis Bros., Montreal, in Manitoba and Western Ontario, takes charge of Lewis Bros.' Toronto office on Monday, Nov. 16. Mr. Young has had experience both behind the counter and on the road and should win many friends in his new position.

W. R. Tait, for the past seven years with Lewis Bros., Montreal, covering the Soo district and Western Ontario and since the beginning of last year in charge of the Lewis Bros.' Toronto branch has become associated with the Kennedy Hardware Company, Toronto, and commencing Nov. 16, will be in charge of the city sales department for the Kennedy Company, who, as was announced a month ago in Hardware and Metal, are widening their sphere of activity as well as taking in new capital and increasing their stock of goods. Mr. Tait's many friends throughout Ontario will wish him success in his new connection.

Quebec.

A. Campbell, jr., of Ormond, Ont., has been on a visit to Montreal.

A. Lemieux, of Henryville, Que., has been visiting hardware circles in Montreal.

The firm of De Vere, Richard & Co., tinsmiths, St. Leonard, Que., has been registered.

G. Burton, of the Dominion Cartridge Co., Brownsburgh, has returned from a vacation spent with his brother at St. Louis.

K. M. Trigge, Eastern representative of the Allith Manufacturing Co., Hamilton, has returned to Montreal from a successful trip out west.

H. W. Brainard, superintendent of the Dominion Cartridge Co. works at Brownsburgh, Que., passed through Montreal on his return from a trip which extended as far west as Calgary.

The Stratford Mirror Co. is a new industry in Stratford. The factory of the old Frame & Hay Fence Co. has been leased.

The Kerr Engine Company, Walkerville, Ont., have received an order for 100 of their gate hydrants for the City of Vancouver.

Trade News From Atlantic to Pacific

Maritime Provinces

Iron and Steel Industries in Nova Scotia Break Records—Large Industries Proposed—Retail Trade Good.

ST. JOHN.

November 11.—The cold snap that struck here last week has given quite an impetus to the stove trade. Stoves, stovepipe, coal hods and other seasonable articles have been much in demand.

The new buildings of the Enterprise Foundry Company at Sackville are going up rapidly. Several of the structures are practically complete and others will likely be finished by the end of the year at which time the proprietors hope to commence operations. Eleven patternmakers are busily engaged in getting patterns ready, and no time will be lost in getting the plant going at its full capacity. The new plant will be as nearly fireproof as it is possible to make it, and it will be much larger than the buildings which were burned. The company intend to push their trade in the West even more energetically in the future than they did in the past.

The McFarlane, Neill Manufacturing Co.'s factory at St. Mary's was visited by fire on Nov. 3 and about $600 damage done. Only prompt action by the firemen saved the $25,000 plant from destruction. The loss is covered by insurance. The company manufacture peavies, hames, etc.

The breaking of a water main in Union Street on Nov. 2 caused the Welcome Soap Co. and T. S. Simms & Co.'s brush factory to suspend operations for the day.

In the police court on Nov. 6 Magistrate Ritchie spoke very strongly against the practice of selling rifles to small boys. Two boys were in court on a charge of stealing $10, and the purpose for which they took the money was to buy rifles from two hardware stores here.—W.E.H.

HALIFAX.

Nov. 9.—Never in the history of the Nova Scotia Steel and Coal Company has the record for October been approached. During the month 70,182 tons of coal were brought to the surface from the collieries at Sydney Mines, 8,000 tons of steel 6,000 tons of pig iron and 860 tons of coke were produced. The above was the output of the iron and steel department, which was worked to its fullest capacity. During October the Dominion Iron and Steel Company turned out 21,000 tons of pig iron and 22,500 tons of steel ingots.

Proposals for the establishing of a chair factory in Halifax which will employ seventy-five men to start with, are now being considered. A vigorous campaign is being carried on to bring new industries to Halifax, and this is one of their efforts. Oliver G. Anderson, who has a wide experience in manufacturing this class of goods, is at the head of the concern, which is asking the city council to guarantee bonds to the extent of $40,000. The proposed plant will cost $100,000, and the city will be given the first mortgage on it. A. A. Hayward, of the Board of Trade, who presented the matter before a committee of the city council, stated that Halifax can ship chairs to Winnipeg at only five cents per hundred pounds more than Ontario factories can do, and with our native wood, birch, beech and maple, costing six dollars per thousand less than the same woods in Ontario. we have unsurpassed advantages here. Southern oak can also be landed here cheaper than in Ontario. Plans for a three-storey brick factory have been drafted. It will be 160x80, with numerous dry kilns and outbuildings. The civic committee has recommended to the council the guaranteeing of the bonds. If the proposition goes through work will be started at once.

George A. Wooten & Co., plumbers, tinsmiths, and stove dealers, will open up their new store on Sackville St. on Saturday next. The new business will be under the management of John Cragg, who was for many years with the retail hardware firm of Cragg Bros. & Co.

John Leaman, master car builder for the Dominion Coal Company, has resigned his position.

Samuel Marshall & Son have been awarded the contract for the erection of the Chebucto school building in this city. The building will be of brick and will cost about $75,000.—J. H.

Province of Quebec

President of Montreal Rolling Mills, Created a Baronet—Hardware Man's Clean Record in Graft Investigation.

MONTREAL.

November 13.—Ald. James Robinson was re-elected treasurer, and R. W. Graham, secretary, of the Dominion Commercial Travelers' Mutual Benefit Society at the quarterly meeting held in Montreal last week.

The King has conferred a baronetcy on Edward S. Clouston, vice-president and general manager of the Bank of Montreal, and president of the Montreal Rolling Mills. Sir Edward Clouston has been identified with the bank since he left school. He served under the late E. H. King, the late C. F. Smithers, R. B. Angus, W. J. Buchanan, Lord Mount Stephen and Lord Strathcona. He was largely instrumental in the framing of the Bank Act of 1890, and was eventually made president of the Canadian Bankers' Association. He is a member of the directorate of a number of large business corporations, besides being identified with many other local associations and societies.

The annual dinner of the branch managers of the Canadian Rubber Co., Montreal, held last week, and concluding the fourth successful convention, was held last week at the Canada Club, and was attended by nearly thirty members.

F. J. A.

QUEBEC CITY.

November 11.—W. H. Wiggs, manager of the Mechanics' Supply Co., Quebec, gave evidence here this week in the investigations into the grafting done in connection with purchases made by the Marine Department of the Dominion Government. Unlike many other witnesses, Mr. Wiggs came out with a clean record, he stating that he had never paid any commissions for contracts, while on the contrary he had sold goods amounting to several hundred dollars to Mr. Gregory, who is charged with grafting, and had experienced great difficulty in collecting the account.

Mr. Wiggs is one of the leaders in the Y.M.C.A. movement in Canada and the United States.—W.W.

Ontario Trade News

Canada Steel Goods Company Shipping Goods to Australia—Novel Window Display at Wallaceburg—Peterboro Merchants Organize.

PETERBORO.

November 11.—At a meeting of the retail merchants of Peterboro at the Hotel National on Thursday night of last week, a branch of the Merchants' Association of Canada was formed. R. J. Kingan, of the Kingan Hardware Co., superintended the banquet arranged prior to the business transactions, and also acted as chairman. There were about 150 merchants of the city present, all of whom took an interest in the formation of the association here. E. M. Trowern, Toronto, Dominion secretary, explained minutely the benefits to be derived, and B. W. Zieman, Preston, provincial president, also gave an address, as well as several of the local merchants. The culmination of the meeting was that an association was formed. The directors are, R. J. Kingan, W. E. Conway, J. H. Connal and Alex Gibson. The secretary is Wm. Harstone, of the Sarstone Brick Co.

At the Canadian General Electric works an electric locomotive is being completed, which is said to be the first of its kind ever constructed in Canada. It is being built for use in a tunnel at Shawinigan Falls, Que., to replace a steam locomotive. The engine is about the size of an ordinary street car, and is now in the test department of the

C.G.E. It will be finished in the course of a week. B. T. H.

TORONTO.

Nov. 12.—"There is one thing that I wish you would write up and keep hammering away at in the columns of Hardware and Metal," remarked a Toronto dealer this week. "The druggists are taking away much of the trade in razors and shaving utensils, and hardware men have only themselves to blame. Too many go in solely for the cheapest kind of shaving soaps, brushes, shaving strops, razors and barbers' accessories. The average dealer purchases a line of razor strops which he retails at twenty-five cents each. He probably has not a good strop in his shop and the searcher after a superior article goes over to the druggist."

The same remarks apply to shaving brushes and high-grade razors. For instance, how many dealers have a brush that they dispose of at more than twenty-five cents or a razor beyond $2 or $3. They have gone into too cheap lines with a limited selection.

The hardware store referred to carries all the very best sticks of shaving soap, talcum powder, shaving brushes from 25 cents up to $4 each, and razors at $3, $4 and $5 and even more. They do not cut prices either in shaving sticks or talcum powder like certain drug stores and have catered to a paying trade right along. The particular shaver is not in search of something cheap. He is willing to pay for superior goods.

A customer last Saturday wanted to know if this dealer had a good corkscrew, something that would be worth giving away. He bought a 75-cent one and said that he had called in several other stores and had not been able to find anything but a lot of cheap things at five and ten cents each.—V. B.

HAMILTON.

November 10.—Hamilton mercantile circles suffered a severe loss last week in the sudden death of William R. Hardy manager of the F. W. Bird Company. Mr. Hardy was taken off quite suddenly early last Thursday morning. He returned home in apparently good health on Wednesday night, but about midnight was seized with an attack of heart failure and died within a short time. The deceased was in his 56th year. He came here from Mount Vernon, N.Y., three years ago, when the F. W. Bird Co., of East Walpole, Mass., established its Canadian branch here, and he was made manager. For eight years previous to that Mr. Hardy traveled for the firm in the United States. Since coming to Hamilton he became thoroughly popular with the business men of the city, but for the most part he was inclined to be of a reserved and retired disposition. A successor has not yet been appointed, but an announcement as to who the party will be is expected by the end of the week.

Although this is the between-seasons period for the Canada Steel Goods Co., Arthur F. Hatch, the manager, reports a very encouraging business. The year which is drawing to a close has been a very successful one, and the firm is making preparations for next year's business. The staff is at present working on a large order of steel whiffletrees and doubletrees for an Australia firm.

The Domestic Specialty Co. has made a donation of $50 to the city fire department to be applied as the officers may see fit to some fund for the general benefit of the brigade. The donation was accompanied by a letter expressive of the firm's appreciation of the excellent services of the department at the fire a week or so ago.

The Kingdon, Smith Company, of this city, is being warmly commended for the successful manner in which it built the fire escapes for the Queen Victoria and Hess Street schools. In a recent test by the scholars and firemen a space six feet square withstood a weight of about 3,000 pounds.

During the past week a young man who is described as an Englishman with pock-marked features, succeeded in obtaining various sums amounting to about $50 from several merchants by means of bogus cheques. His game was to make the cheques out in his favor and forge the signatures of prominent men. He would make a purchase in a store, tender the cheque for the amount and secure the change. His hobby was for buying stoves, which he got mostly from house furnishing companies.

The building permits for the past week totalled $15,200. D. L.

CHATHAM.

Nov. 10.—There is every assurance that Ald. W. H. Westman, of the firm of Westman Bros., will be in the mayoralty line-up next January. Though he has no definite announcement to make as yet, the alderman does not deny that he has been seriously considering it. His record as chairman of the civic industrial committee is expected to count strongly in his favor.

Last week persistent rumors got abroad to the effect that the natural gas supply, on which Chatham and several adjoining towns are largely dependent for fuel, was likely to play out in the near future. This is contradicted by the Volcanic Oil and Gas Company, who own the wells which supply Chatham. "From present appearances, there is not the faintest suspicion that natural gas will play out in this section for years to come," is the statement made last week by J. G. Kerr, the company's solicitor. Mr. Kerr added that new and paying wells were being struck from time to time. The natural gas business during the past couple of years has proven quite an item for Chatham hardwaremen. The opinion seems to be, however, that the solicitor's statement is based upon a continuance of present conditions. How long the supply will last if tapped by cities such as London is a debatable question.

Following the completion of arrangements for freight interchange between the Michigan Central and the C.W.& L.E. electric line, the M.C.R. announces it is prepared to accept freight for a number of places on the electric line, the list including Chatham, Cedar Springs, Dover Centre, Electric Mitchell's Bay and Wallaceburg.

Anent the possible exhaustion of Chatham's gas supply, Leamington is now drawing its supply from the lines of the Beaver Company, the fields of the Leamington Oil Company being practically depleted.

J. Laing & Co., of Ridgetown, have placed three fine new silent salesmen in their hardware store.

J. W. Husband & Son, Wallaceburg, are exhibiting in their store window a complete bicycle and rider, made up of nothing but hardware and goods in their line. The display is the work of Francis Newton, and attracts attention by the novel makeshifts. The dummy rider is a comic make-up: overalls for a suit, razor strop for belt. cotton gloves for hands, flax tow for hair. For the bicycle wheels are grindstones, pitchforks, spades, rifle and a post augur make the framework. Grindstone cranks for the pedals, a bench screw for the handlebars, a milk skimmer for the seat and a doorbell and lantern in front make up the rest of the novel "bike."

Jas. Mace, of the Cleveland hardware firm of Mace & Bell, spent a few days at his old home here this week.

John Laramie recently obtained from a jury in the county court of Essex $200 damages for defective roofing put on his barn. He had purchased it through the firm of Jones & Taylor, and the company claimed that they were not agents. Justice MacMahon last week dismissed the appeal at Toronto on the ground that the amount was reasonable, and that the warranty of Jones & Taylor was binding on the company.—W. E. P.

GUELPH.

November 10.—At the fourteenth annual meet of the Guelph Cross Country Run and Road Race Association, to whose funds the merchants contributed most liberally, Thomas O'Brien, aged 14 years, running under the colors of the Bond Hardware Co., carried off the first prize in the boys' race. The factory race, last year won by W. Humphries, an employee of Stevenson & Malcolm, plumbers, was won by an employee of the Board of Works Department.

The report of the Sites and Buildings Committee of the Board of Education presented this evening, recommended that a new furnace be installed in St. James' School, and tenders will be asked for immediately.

Ald. Geo. Penfold, of the hardware firm of S. & G. Penfold, Macdonell Street, has definitely announced his intention of running for Mayor. He has been an efficient alderman and will undoubtedly make a good mayor.

M. Mattaini, Fergus, has been awarded the contract for the building of a steel bridge near Fergus, for $690.

The new standpipe has been put into use, and Guelph is assured of good fire protection; that will cause the merchants a little less worry. The fluctuation of the pressure varies but a few pounds, while before it varied from up to fifty pounds.

The Bond Hardware Company are making extensive improvements in their

wholesale office that will add greatly to the facility with which orders can be filled and sent out. All the interior fittings have been removed to be replaced by others more convenient, and a new floor will be put in. These changes will now be on a par with the rest of their large store.

The Retail Merchants' Association held their regular monthly meeting on Thursday evening last, a large number of the merchants being present. The quarterly report of the collector showed that the collection of accounts under the charge of D. A. Scroggie has been going ahead splendidly, the returns being much better than expected. The report of the Membership Committee was not ready, but the membership at the present time is the largest in the history of the association.

The Prairie Provinces

Mineral Discoveries North of Prince Albert—New Buildings at Saskatoon.

SASKATOON.

November 9.—The citizens have voted $26,000 for the extension of waterworks and $30,610 for extensions of the sewer system.

Heaters and stoves are now selling well, several of the hardware stores having window displays of them.

The new post office is nearing completion while the Western Heating and Plumbing Co.'s block is well under way.

H. Elford, of the plumbing firm of Elford and Cornish, has an interest in the new skating rink being built on the west side.

The new addition to Alexandra school will be ready for occupation this week. The architect on the new wing was P. Webster.

The boilers, radiators and other heating apparatus have now arrived for the new fire hall. The system will be installed by the Western Heating and Plumbing Co. It is expected that the building will be completed in about two weeks' time.

The Thistle Club, a west side organization, has a hall under construction. The hall is a one-storey building and will be for the use of the club during the winter months principally.

J. A. Pretty, of the Canadian Bridge Co., and W. B. Tait, bridge engineer on the G.T.P., were in town this week from Battle River, where a big steel bridge is going up. The bridge under construction is 2,700 feet long, and there will be over fifty spans when it is completed.

PRINCE ALBERT.

Nov. 9.—The C.N.R. workmen are engaged putting down the track which will connect the Regina-Prince Albert line with the union depot.

The wooden pipes on River St. which proved unsatisfactory, have been replaced with iron pipes as far as the brewery. The work was done by McVean & Craig.

The Davidson syndicate which sent the prospecting party into the Lac la Rouge country north of Prince Albert and had some sixteen claims staked has received reports of the assays of the samples taken from claims on Nickel Island and Sucker Lake. The samples of ore from Nickel Island assayed as follows: Gold, 14.3; silver, 19¾ lbs. per ton; copper, 21½ lbs. per ton. This would indicate a net profit of about $300 per ton. The Sucker Lake samples assayed nickel, 120 lbs. per ton; silver, 11 ounces.

British Columbia

Record Production of Zinc, the Bulk of Which is Exported to Europe—Chinese Buy Considerable Cutlery.

VICTORIA.

November 7.—Hardware trade in Victoria is holding up fairly well. There has been a drop in the price of lumber, which has given a boost to the building trade and a consequent sale of builders' hardware. All the leading stores report trade as good.

Tenders, sealed and endorsed, will be received up to Monday, Nov. 30, for the supplying of lead pipe and brass goods, as per specifications, copy of which can be obtained at the city hall, Victoria.

From January 1st to October 31st, inclusive, the city building inspector has issued permits for structures aggregating in value $913,005. It is expected that the addition of November and December figures will bring the amount up over the million dollar mark. The heaviest month of the year was August, at $129,770, April being a close second at $128,600. There were 481 permits issued during the ten months.

Harry C. Martin, coast representative of H. S. Howland, Sons & Co., of Toronto, is in the city this week distributing a car of hardware,

The retail cutlery trade has been fairly brisk during the last week, owing principally to a large exodus of Chinese going to spend the winter in China. They always buy a lot of cutlery to take with them, especially shears, nine and ten-inch size. These shears are considered to be of great value over there, as the Chinese always buys the best. W. B. C.

Additional machinery is to be placed in the local pottery works so that more sewer pipe may be produced. The intention of the manager, A. T. Montieth, is to double the capacity so that the plant will be able to take care of increased business. Mr. Montieth has recently returned from Vernon, B.C., where he secured an order for about 25 carloads of pipe, which will be delivered from time to time as required.

NELSON, B.C.

Nov. 7.—A feature in the ore shipments is that of a considerable tonnage of zinc from the Whitewater mines near Sandon. This property is also shipping lead to the Trail smelter. The zinc shipments for this year now amount to over 6,000 tons, a larger figure than has been attained in any one year. Of all this, but 300 tons have gone to Oklahoma, the remainder having been shipped to Antwerp. The Whitewater has shown itself the best shipper of the lead-silver-zinc properties in the Kootenay, with the exception of the St. Eugene.

Nothing more strikingly indicates the recent and expected increase in the mining of the Kootenay than the activity shown by the C.P.R. in building new transport barges and tugs for service on the Kootenay and Arrow Lakes. During the past summer two new barges for transporting trains from Arrowhead to Nakusp, and one new tug was built on the upper Arrow, and two new barges were built in Nelson for carrying trains between Procter and Kootenay Landing on Kootenay Lake. Another barge and tug are now being constructed in Nelson. This increase in the transport fleet is practically due entirely to the increased mining activity which produces this effect on the shipyards at the same time that it causes the greater increase in the capacity of the smelters.—B. R.

NEW WESTMINSTER.

Nov. 7.—Walter Thomas, formerly manager of the Vancouver Gas Works, will be in charge of the plant of the Royal City Gas Improvement Company, a new concern which has been established in New Westminster. Its capitalization is $150,000. It proposes to give gas to the consumer at a price somewhat below that of the New Westminster Gas Works. The new company has promises of support to warrant the laying of over 20 miles of mains.

VANCOUVER.

Nov. 7.—General conditions are not particularly good in the lumber industry which has its reflex action in other lines. Although mills are shutting down earlier than usual for their annual overhauling, it is gratifying to note that here and there is an indication that the millmen expect activity next year. For instance, the Patrick Lumber Company, which suffered such heavy losses this year, are making preparations for extensive logging operations, and the Bowman-Sine Lumber Company, of Revelstoke, have purchased three more yards in Alberta so as to be able to cater to the trade. These show that there will be something doing after the first of the year.

The Goldie-McCulloch Company, Galt, is instaling in the new building of the Canadian Bank of Commerce the largest safety vault in the west, and the only one west of Toronto. Philip Werstine, one of the experts of the firm, is here looking after its setting up. The vault proper is constructed of railroad iron, the exterior in marble. The huge door is six inches thick of steel, with a time lock and two separate combination locks, and weighs 13 tons. The interior is lined with steel one and a half inches thick, so that altogether it would prove a tough job for a safe-cracker.

Further reports on the iron deposits of Texada Island will be made by R. G. McConnell, of the geological survey.

We wish to
assure Hardware Dealers,
Clerks, Travellers or Manufacturers
who use our "want ad." columns that
by using a box number all information given
us is

Strictly Confidential

We will not divulge under any consideration the name of the advertiser. Moreover, when requested to do so we will forward replies *in plain envelope*, making it absolutely impossible for even your next door neighbor or fellow clerk to know anything about the advertisement you have inserted.

Rate for Condensed Ads.
2 cents per word first insertion.
1 cent per word subsequent insertion.
5 cents additional each insertion when Box Number is required. This covers cost of mailing replies to you.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

EVERY HARDWAREMAN should handle the Time Saving Coupler. It is a sure saver of time and temper; it works simply and instantaneously, and its joints are absolutely watertight. The unusual advantages possessed by the Time Saving Coupler will make it popular among your hose using customers. (tf)

EVERY stove man should have a Patent Down Draft Base Burner Stove, 15 inch fire pot. Makes more heat with less coal than a $40.00 stove and only costs $13.50. Send in your order. Address W. J. Mundy, Gorrie. (47)

FOR SALE.—On easy terms to responsible party, one of the oldest established hardware businesses in Eastern Ontario. Stock $4500.00, turnover about $15,000.00 a year, energetic man can easily increase. Good reason for disposal. Address Box 762 HARDWARE AND METAL, Toronto, Ont. (48)

FOR SALE—Safes. Fine new fireproof safe, new burglar-proof safe; latest type; prices right. The Canadian Fairbanks Co., Ltd., 26-28 Front St. West, Toronto. (44f)

ONE WILSON WAGON SCALE, 3 beam, Diamond steel bearings, 8000 lbs. In first-class order. Address Box 23, Whitechurch, Ont. (47)

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

A WELL ESTABLISHED JOBBING FIRM calling on the stove and hardware trade in the city of Toronto and suburbs, who have some shelf room to spare, would like to hear from manufacturers or others who wish a representative to handle their goods on a commission basis. Box 758, HARDWARE AND METAL, Toronto. [46]

RETAIL HARDWAREMAN, with wide experience, wishes to establish himself as manufacturers' agent in Toronto, and would like to correspond with manufacturers who are interested. Best of references can be given. Address Box 101, HARDWARE AND METAL, Toronto. (tf)

HOW TO MIX PAINTS, by C. Godfrey.—Simple treatise for the practical painter. Special instruction given as to how the principal colors may be produced, and also matching a given shade Subjects dealt with include Mixing Paints, Straining Paints, Brushes, Tints and Shades, Colors in General Use, Color Harmony, Displaying Colors, etc. Price 50 cents. TECHNICAL BOOKS, 10 Front St. East, Toronto.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

CHAINS, ANCHORS, &c.—A Lancashire firm manufacturing chains, anchors, windlasses winches, capstans, steering gears, tanks, iron buoys, pontoons, lighters, dock accessories, &c., desires to communicate with Canadian firms, with a view to opening up business connections. (1538f,45)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad. under the heading, would probably put you in touch with the right man.

PARTNER WANTED — Practical tinsmith, with about $800 to $1500. For particulars apply Box 29, HARDWARE AND METAL, Winnipeg. [47]

MISCELLANEOUS

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

TO INVESTORS—One of the progressive Western contracting companies last year paid 40% cash from its manufacturing profits. The company is now extending to meet the heavy demand on the coast and now offers a small block of its stock at par. Write Box 761, HARDWARE AND METAL, Toronto, for full particulars.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

650,000 Not one of the 650,000 retail merchants who have bought a National Cash Register would think of doing business without it. The National Cash Register Co., F. E. Mutton, Canadian Manager, Cor. Yonge Street and Wilton Avenue, Toronto, Ont.

ATTENTION Hardware Specialty Manufacturers.—Let me sell your goods on commission. No sale, no charge. Oscar Larson, Box 545, Sault Ste. Marie, Mich., U.S.A. (47)

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto,

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

A COMPETENT counter shelf hardware salesman. Give experience and references. Address Box 759, HARDWARE AND METAL, Toronto. [47]

PRACTICAL MAN, with knowledge of stove manufacturing, for assistant superintendent. P. O. Drawer 256, Hamilton, Ont. (44tf)

WANTED—Tinsmith; steady employment; must have good references; state age, whether married or not, wages expected. E. S. Hubbell & Sons, Thamesville, Ont. (44 f)

WANTED—Young man for clerk in general store; send references and state wages without board. A. S. Lambe & Son, Meadowvale. (44 f)

WANTED—Hardware Salesman, must be experienced, for manufacturer doing business largely with the jobbing trade. Must furnish the very best of references as to ability and character None but experienced Canadians need apply. Box 764 HARDWARE AND METAL, Toronto. (48)

YOUNG MAN WANTED for retail hardware who has two thousand dollars to invest. Good security. Box 760, HARDWARE AND METAL, Toronto. (48)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

HARDWARE MAN, 25 years old, good general knowledge, excellent references. Box 30, Milton, Ont. [46]

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

COMPLETE SET TINSMITH'S TOOLS, with parallel cutters. Box 756, HARDWARE AND METAL, Toronto. [43]

WANTED Field Fence Salesman.—advertiser is open to receive applications for the above position, satisfactory references, experience and salary expected. Box 763 HARDWARE AND METAL, Toronto. (47)

BOOKS FOR METAL WORKERS

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid.

TINSMITHS' HELPER AND PATTERN BOOK by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid.

HOW TO MIX PAINTS—This treatise, prepared for the practical painter, shows not only how to mix paints but how to match a given color. Contents include Mixing and Straining Paints, Brushes, Tints and Shades, Color and Harmony, etc. Price 50 cents, postpaid.

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Nov 13, Room 511, Union Bank Bldg, Winnipeg.

November 10. With the approach of Thanksgiving I made a careful round of the retail trade in order to ascertain just how far the movement of crop was being reflected in increased business and I find a very general and healthy revival, not only of trade in staples, but in luxuries also. Collections are very satisfactory and merchants one and all report that it is much easier to get money from the banks than it was even a month ago, to say nothing of last year. In fact many of the banks are now seeking investments and they are not always finding them among business men, who in not a few instances, have a sore feeling to the banks owing to the needless stricture of credit last year.

The conditions of retail trade in the West to-day are a splendid commentary on the general stability of business and the real prosperity of the country. Department houses in Winnipeg one and all report trade excellent, it is not confined to one line or one department, some departments are going better than others, but none are lagging behind. The result of the money for the crop reaching the farmers is shown specifically not only in the enormously increased mail order business, but in the number of farmers which every passing day brings into Winnipeg to trade. Some of these come from distant points in Saskatchewan. They have great wads of money, they come to the city to do fall trading, put in a week at the theatres, etc., and have a good time generally. Perhaps the most decided testimony to the increase in business is the fact that every one of the department stores in Winnipeg are to-day considering plans for the enlargement of their business premises next spring.

Another notable feature of trade is the extent to which good jewellery and watches are being bought. This applies not only to people in the city, but people in the country as well. Among the most jubilant merchants are the piano men. They claim that never in the history of their trade in the West have they had so many farmers write and ask what reduction they can have on their account if instead of continuing instalments they pay spot cash. They also claim a very large country inquiry for pianos for Christmas, with good offers of cash down or large cash payments on account.

Clothing men and furriers are not quite so cheerful. The clothing and fur departments of the big houses report a splendid trade, but the exclusive clothing and fur houses though encouraged by the outlook, are not finding trade quite as good as they had hoped for. As a matter of fact, there has not been any cold weather yet to make heavy clothing and furs a necessity. With the department stores their heaviest clothing business is through mail orders.

Boot and shoe trade looks good and dealers one and all expressed themselves as satisfied with present business, and more especially with the outlook. Collections are good.

It is not surprising that trade in both city and country should be good. Up to the end of October farmers had received at least $20,000,000 on their wheat alone and 75,000 head of export steers had been marketed that must have netted very close to $50 apiece to the men who raised them, many thousand head having averaged $60 and $65. In addition, there is what has already been sold of the oat, barley and flax crop, not to mention butchers' cattle and hogs.

The wheat market has been one of exceptional strength and steadiness all week. Receipts have passed all former records and are absorbed steadily. Shipments from the head of the lakes are large and even should winter shut down as early as Mr. Foster is predicting, there will be more wheat out of the Canadian West before navigation closes than there ever has been before.—H.

Hardware Markets.

The sections of the hardware trade allied with the building trades suffered during the building depression of the early summer but with the late summer and fall there has been a rush of building and trade in all lines of building hardware has been very fair indeed for the past two months. Dealers in such builders' supplies as lime, sand, cement and lumber report that October was the best month of the entire year to date and the activity in these lines has to some extent been reflected in building hardware. Furnace trade has been very good and the sporting goods men announce the best trade in years, declare they have been getting it right along but October was the best ever.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6, 7 and 8, $3.70; No. 9, $3.40; No. 10, $3.70; No. 11, $3.80; No. 12, $3.45; No. 13, $3.55; No. 14, $4.10.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.75; 5-6x5, 6 and 7, $4.40; ⅜x6, 7 and 8, $4.25; 7-16 x7 and 9, $4.15; ½ x 8, 9 10 and 12, $4.05; ⅝x10 and 12, $3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 per cent. copper; No. 7, 29c; 8 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7; 3-16, $5.50; ⅜, $4.90; 7-16, $4.70; ½, $4.40; ⅝, $4.20; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel, 35; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

STOVE PIPES—6-inch, $9.25; 7-inch, $10.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ p.c. Other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $36; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼; pure manila, 13¾c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 67½c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria, Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12 smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs. $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.30; Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

PIG LEAD—$5.50. Lead pipe, $7.

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A neat low-priced Heater in four sizes.

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Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

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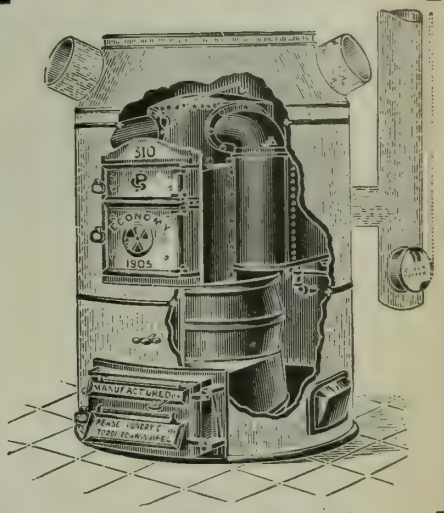

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Warm Air and Hot Water Combination Heaters;
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We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

SHEET ZINC—Casks, $8; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9.00; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45.00; 4½, $52; 5, $58; 6, $75. Galvanized: ½-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON — Apollo 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

TIN PLATES—I.C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50; ½ box, $6; IXX, full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder. 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene. gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS — White lead, pure. $6.50 to $7.50. according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, bbl. lots, 65c. Linseed oil, raw, 62c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Nov. 13.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85 brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under. 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2, cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, $8 doz.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11½c per lb.; British manila, 12½c; pure manila, 15½c.

BUILDING PAPER—Plain, 62c per roll; tarred, 82c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

HANDY PRICE LIST.

Hardware and Metal has received from the Winnipeg Paint and Glass Co., Winnipeg, an attractive little sample book of Bas-Ka-No and Lin-Una tapestries and oil-coated burlaps, a line of goods which this firm are pushing energetically at the present time. The samples are put up in a neat book for use by dealers in selling these lines. On the first page is a price list form with the retail price left blank to be filled in by the dealer. One of these little sample books should help a good clerk to make some profitable sales. A post card request will bring one on the next mail.

SPECIAL CHRISTMAS LINES.

Lewis Bros., Montreal, are announcing for Christmas selling two very special lines. One is the Arnold Safety Razor which is the shape of a fountain pen and is held and used like the old-fashioned razor. They claim this is the only razor of this description. Their tool cabinets are different from any other chests on the market. All the tools in these special cabinets are claimed to be manufactured of the best quality of tool steel and of the highest grade of workmanship. Lewis Bros. have just issued a special catalogue illustrating five different numbers which they will mail anyone on request.

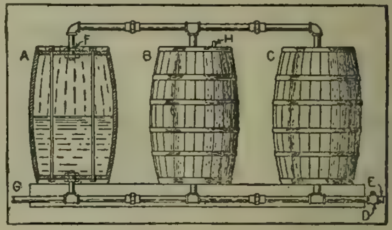
BRITISH SEIZING UNWORKED PATENTS.

The London Morning Post publishes the statement by a member of Leopold, Farmer & Sons, that a number of well-known English firms, representing a large amount of capital, are understood to be forming a company for the purpose of opening works at once to produce those articles patented in England by foreign manufacturers, the patent rights of which, according to the new law, have lapsed. No pains are to be spared before operations to manufacture are commenced, to ascertain that the foreign patentee has forfeited his right, and that the patent has been automatically canceled by the provisions of the act, and that therefore he could not gain time or redress in the courts.

With regard to the English firms interested in this combine, the informant of the Post said he was not prepared to mention the names, but hoped to be able to do so in due course, and the names would no doubt show that those concerned in the matter were well versed in questions relating to patents, and able to decide that their action was a right and proper one in the interest of the general public. He added that the movement among towns and districts to attract manufacturing industries had been given an impetus by the new act, and by the authorization to spend the money of a town in advertising for that and similar purposes. The movement had probably been most prominent in the northeast of England, where it was inaugurated by the commercial agency of the Northeastern Railway Company, who at first induced the principal districts to move in this direction, and whose example had been followed by other towns. A considerable number of manufacturers are extending their premises in order to deal with additional manufactures carried out by arrangement with foreign patentees who do not propose to establish works in Great Britain, and this is notably the case in the northeast of England.

PNEUMATIC WATER SUPPLY.

A party living some distance from a city wished to have a cheap water system for his buildings and grounds and he constructed a successful one, as shown in the accompanying sketch, reproduced from Popular Mechanics.



Pneumatic Water Supply.

Three barrels and a 20-gal. keg were secured. The keg was used for a hot water tank in the kitchen connected up in the same manner as connecting a range boiler. The three barrels were connected as shown by first removing one head of each barrel in order to put lock nuts, F, on the pipe. After replacing the heads two ½-in. rods were run through each barrel, as shown at A, and a heavy washer placed on each end with the nuts so as to hold the pressure. The pipe E leads to a force pump at the well and a check valve is placed in this pipe at D to prevent the water being forced back into the pump. The pipe G connects with the house, chicken yards and the barn. A bicycle pump is used to supply the air pressure and is connected to a bicycle tire valve which may be fastened in any one of the barrels, as shown at H. If all the connections are air tight it will require air filling only once a month. The water is pumped into the barrels by a force pump, which may be operated by hand or power.

It is expected that Cobourg will be the location of a steel rolling mills plant and that work in the erection of the building will begin this week. The company state that they will employ 35 hands to begin with and more as they increase their plant. The main building is to be 350 feet by 80 feet. The company are asking the town for exemption from taxes and a fixed assessment for school taxes.

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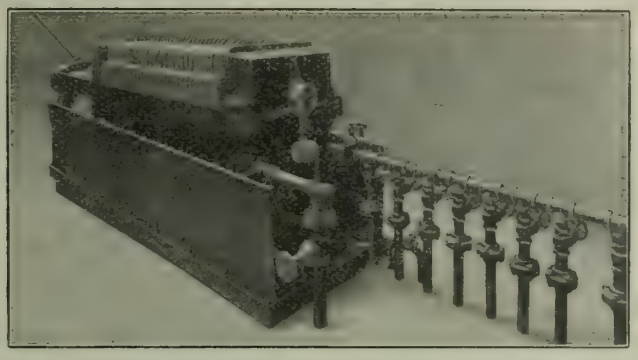

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so profitable to handle. Users of varnishes have come to know that when they use Sherwin-Williams they can always depend upon getting good results. The quality of Sherwin-Williams Varnishes has established a steady demand for them and made them easy to sell. You should have the benefit of these advantages. Write us for prices and terms.

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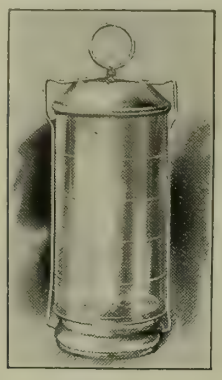
Novelties for the Hardwareman

CRYSTAL GLASS FREEZER.

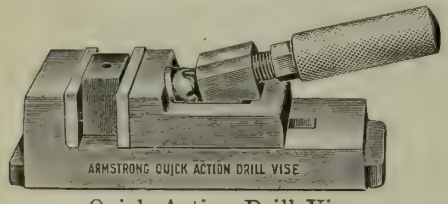
A machine that freezes creams and ice in crystal glass in attractive forms, positively delicious as well as hygienic, saving labor and material, is the Sanitary Crystal Glass Ice Cream Freezer. It is made by the Consolidated Manufacturing Co., Hartford, Conn. It freezes creams and ice without motion or labor,



being pure, sanitary and cleanly. It also aerates the cream and thus insures a most delicious product and saves in quantity of material. The freezer being of a special crystal glass is absolutely cleanly and contamination or poisoning is impossible, even when the cream is kept for several days. This freezer is simple and convenient; has no dasher or other parts to keep clean, no cogs or machinery to rust clog or wear out. The machine is handled by dealers or will be shipped by express. Another feature that might be mentioned is that it is a mold as well as a freezer and delivers the cream in uniform and attractive shapes for serving.

QUICK-ACTION DRILL VISE.

An extremely handy device for toolmakers and for general machine use is the Armstrong Quick-Action Drill Vise, which is made by Armstrong Bros. Tool Company, 104-124 N. Francisco Ave., Chicago. This tool, a cut of which is shown, is original and different from



Quick Action Drill Vise.

any other one on the market. In design as well as convenience and rapidity of adjustment is in a class by itself. It has several points of superiority, some of which are that one turn of handle sets or releases the vise and can be instantly adjusted to any size within its capacity while the sides are ground true and at right angles with the bottom. The Armstrong Quick-Action Drill Vise will hold perfectly true and solid, as the sliding jaw draws down instead of lifting up. The drill device is arousing much interest in the trade.

NEVER-BREAK SCREW DRIVER.

The screw driver illustrated herewith is made by the S. & I. Company, Springfield, Mass., who state that the tool is notable for durability of construction, beauty of design and excellence of finish. The blade is forged from best tool steel correctly tempered. The handle is made of hardwood and has a highly polished cocobolo finish. The metal cap and washer are made from cold rolled steel, and the ferrule is nickle-plated. By the method of construction which is illustrated in Fig. 2, the blade passes

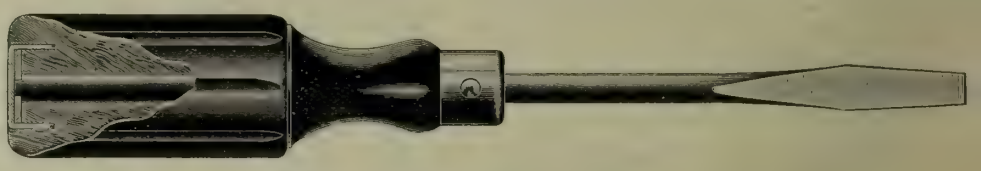


Fig. 1—Never Break Screw Driver.

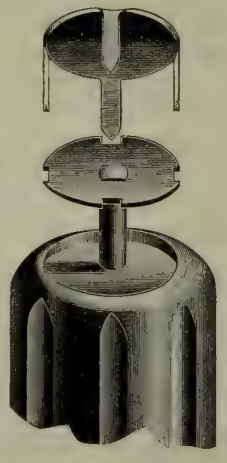


Fig. 2—Method of Setting Blade, Washer and Cap.

through the handle and is riveted to the recessed washer. The cap, with four inverted prongs, is driven into the top of the handle, engaging with the washer, preventing the blade turning and permitting pounding the driver without injuring the handle. Sizes offered range from 2 to 12 in.

HOUSEHOLD SET OF IRONS.

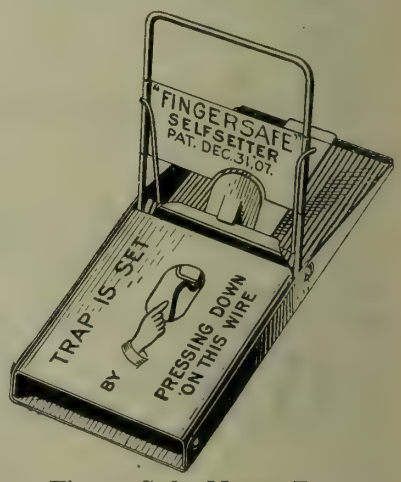
The Dover Manufacturing Company, Canal Dover, Ohio, have issued a circular announcing their "New Unit," No. 196, household set of asbestos sad irons, a modern ironing equipment containing an iron for every purpose. This they claim, is the best proposition yet put before the trade by them and making, as it does, an acceptable holiday present, should have a large sale. The "New Unit" set seems likely to come into popular use and it allows the dealer

"New Unit" Set of Asbestos Irons.

a margin of over a dollar. Particulars about it will be sent on request.

"FINGERSAFE" MOUSE TRAP.

The Evan L. Reed Manufacturing Company, Sterling, Ill., is the manufacturer of a new mouse trap, a very commendable feature about which is that the spring cannot under any circumstances strike the fingers. The dealer on this merit alone, should easily effect a sale, especially when his customer has, perchance, already felt the snap of the spring attached to the ordinary mouse trap. The device is set automatically by merely pressing down on lever, and



Finger Safe Mouse Trap.

is released the same way, so that the dead mouse is released without touching it. Being made of galvanized iron it should prove to be much more durable than ordinary traps and should not rust or warp. These articles are put up two dozen in a display box, and with every gross the concern supplies a counter display box. Rat traps, constructed on the same principle, are also manufactured by the company.

"DOMINION CROWN"

POLISHED SHEETS
POLISHED CANADAS.

Best Quality and Finish

STOCK AND IMPORT.

A. C. LESLIE & CO.,
LIMITED

MONTREAL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED

GUELPH, ONT.

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

ACCIDENTAL DISCHARGE IMPOSSIBLE

Hammer the Hammer — Accidental Discharge Impossible

ADVERTISED in all the leading Magazines and Sportsmens' periodicals. Our advertising creates the demand. But we never sell direct where the dealer can supply.

These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

MEN WHO SELL THINGS

By WALTER D. MOODY

If you have goods of any kind to sell and want to enlarge your selling capacity, read this new book for Salesmen, Manufacturers and Merchants. It is full of sane and stimulating suggestions and embodies the results of 20 years' study of the problems which confront the average seller of goods.

The Maxims of the book are:

How to get out of the rut,

How to increase the efficiency of your selling service,

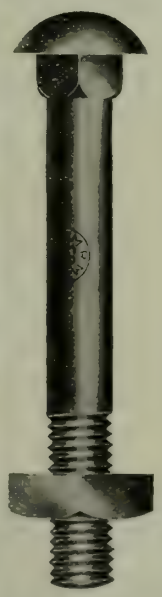
How to encourage a higher standard of salesmanship on the part of your men or in yourself.

We will mail you a copy postpaid on receipt of $1.10.

TECHNICAL BOOKS

10 Front Street East, - TORONTO

M.R.M. CO.



BOLTS and NUTS

The above trade mark is a guarantee of high quality.

Every package of Bolts and Nuts made by us is warranted to be of the best material and workmanship.

When ordering do not fail to specify "M.R.M." and thus ensure your getting an article than which there is none better made.

The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The Deseronto Smelting Works are being rebuilt.

Seattle capitalists may erect explosive works in New Westminster, B.C.

R. J. Goudy will erect a factory building in Port Perry, to cost a large sum.

The cement mill at Durham is running full blast. The output is 1,300 barrels per day.

The Dane Manufacturing Company of Ottumwa, Iowa, will establish a Canadian plant at Welland for the manufacture of farm implements.

The Ontario Asphalt Company, of Windsor, are likely to locate a branch in Toronto. They will require a block of land about three acres in extent.

The Reid Foundry and Machine Shop was formally opened in Ingersoll last week. The foundry is capable of producing 12 tons of moulding iron per hour.

The Board of Trade, Halifax, has endorsed the proposal to start a chair factory in that city and will ask the city council to guarantee the interest on the company's bonds.

Municipal Undertakings.

Meaford is discussing the need of increased water supply for fire protection.

Victoria has agreed to supply city water to Oak Bay, a neighboring municipality.

The Pintsch Gas Co., of New York, have completed arrangements to establish a plant in North Bay.

North Vancouver will have a new service reservoir in connection with its proposed waterworks extension.

The last of the trunk sewers in London has been completed, $50,000 having been spent in the trunk system.

The water rates of Winnipeg have been decreased by twenty-five per cent. in ordinary rates and a further increase to large consumers.

Vernon, B.C., has awarded the contract for pipes for its sewerage system and has decided to buy three and a half acres of land for sewage disposal works.

The new waterworks system at St. Mary's, N.B., is running smoothly. The system cost $20,000 and includes a large reservoir with a capacity of 200,000 gallons.

The International Heating and Lighting Co., of Cleveland, will instal a gas system in Portage la Prairie in 1909, and an extension of the time of the franchise is being asked.

Many deputations have visited Lindsay recently to inspect the instalation of the ozone system of water purification which is giving that town the benefit of much publicity of the right character.

Gravenhurst is considering the question of waterworks and it is proposed to give a private company the right to lay the mains and instal a pumping station, the town reserving the privilege to take over the works at any time when a municipal system is feasible.

At the sixtieth annual meeting of the Consumers' Gas Company, Toronto, it was announced by General Manager W. H. Pearson that the cost of producing gas in Toronto is less than in any American city. The company last year had 23½ miles of new mains laid; 4,941 new services installed.

London has been offered gas at 30 cents per thousand, piped from Romney Fields, and the company announces that it will be ready for business at the first of the year. The City Gas Co., London, has intimated that it will be willing to distribute natural gas. The city franchise has not yet been awarded.

Public Buildings.

A new drill hall will be erected in Lethbridge, Alta.

Shelbourne, Ont., is agitating for a new G.T.R. station.

The Government has bought a $5,000 post office site in Souris, Man.

Fernie, B.C., is erecting a new school to cost $29,000 and city offices $30,000.

London will submit a by-law for the erection of a hospital for tuberculosis patients.

The work on the new Chebucto school building, Halifax, will be proceeded with at once.

The newly organized Mounted Rifles of Kamloops, B.C., will have a new armory building.

St. Mary's council will be asked to submit a by-law to the ratepayers for a new public school, the cost of which would be $35,000.

The parks committee, Toronto, have accepted the plans for the new palm house for Allan Gardens and have forwarded to the Board of Control a recommendation that $30,000 be provided for the erection of the structure.

Shea's new theatre, Toronto, will be erected at the corner of Victoria and Richmond Sts. It will have a frontage of 82 feet and a depth of 167. It will be fireproof throughout, and will be built of brick, stone, steel and concrete.

General Building Notes.

All Saints' Church, Toronto, will build a parish house.

E. G. Patterson, Peterboro, is erecting a residence to cost $7,000.

The Carnegie Milling Co. are erecting a new saw mill at Port Perry.

Fernie is being rapidly rebuilt. 1,500 men are employed in new structures.

So far this season 227 building permits have been issued in Peterboro.

The new Provincial Government building in Fernie, B.C., will cost $80,000.

St. James' Cathedral, Toronto, will erect a new parish house to cost $60,000.

The building permits granted in Fort William so far this year amount to $1,525,060.

The Thunder Bay Elevator Co. will erect an elevator in Port Arthur to cost $500,000.

A three-storey addition is being built to the structure of the Meyers Milling Co., Listowel.

An addition will be built to the factory of the Stratford Manufacturing Co., Stratford.

A new business block will be built on Hastings St., Vancouver, three storeys high, to cost $20,000.

The factory of the National Manufacturing Co., makers of cream separators, scales, ranges, etc., which was destroyed in the recent Pembroke fire, will likely be rebuilt.

Toronto building permits of the past few days include: John Bulger, pair brick dwellings, $5 600; Mitchell & Bennett, brick dwelling, $4,000; Stackwell & Henderson, 3-storey brick store and dye-house, $20,000; M. A. Hunter, pair brick stores and dwellings, $7,000; C. Coulter, 2 pair brick dwellings, $9,000; F. Tobey, pair brick dwellings, $5,000; A. McLean, brick store, $5,750; E. J. W. Devitt, 3 pair brick dwellings, $15,000; C. E. Porter, brick dwelling, $9,000; D. H. Atkinson, $4,000; D. C. Edwards, brick dwelling, $5,000; J. Kyle, 2 brick dwellings, $6,000; G. F. Barley, $5,600; S. C. Smith, brick dwelling, $8,000; E. G. Rennie, 2 pair brick dwellings, $9,000; C. C. Mitchell, pair brick dwellings, $8,000; G. Phillips, brick store and dwelling, $15,000; Lakeview Curling Club, brick rink, $6,000; G. Brady & Son, pair brick dwellings, $6,000.

Companies Incorporated.

The Pease Heating Co., Toronto, have decreased their capital stock from $40,000 to $20,000.

Permission has been extended the Pease Heating Co. to reduce their capital stock from $40,000 to $20,000.

Supplementary letters patent have been issued permitting the McGregor Banwell Fence Company to increase their capital stock from $60,000 to $150,000.

The Northern Commercial Company, Limited, with head office at Sundridge, Ont., has been incorporated to manufacture, sell and deal in lumber, staves, etc.; to acquire timber lands, limits, etc., and to buy building material, hardware, dry goods, etc. The provisional directors are: W. H. Thornton, C. F. Thomas, W. W. Robertson and George Niebergall.

The Empire Meter and Engine Company of Canada, Winnipeg, has been incorporated under the provisions of the Manitoba Joint Stock Companies Act, with a capital stock of $125,000. The incorporators are: George L. Rice, Chicago; George Irvine, Chicago; Fred J. Darch, London; George Goodfellow, Chicago; and W. R. K. Magill, Winnipeg.

News of the Paint Trade

ABOUT PAINT COMPLAINTS.

Paint complaints which are not easily answered are, for instance, those of a paint being "too thick" or of "running," or "separating," or "changing color," writes Dr. M. Toch. These are sometimes explained to the satisfaction of the customer, but under some circumstances, which I will enumerate later, it is really better to exchange the paint.

When a paint is too thick it is not always advisable to suggest the use of raw linseed oil for thinning it. In the winter months the raw linseed oil is useless, because it retards drying. In June, July and August such addition of raw linseed oil to a "ready-mixed paint" is useless, because it will surely make a paint blister. Boiled oil is not very much better, and while it dries quicker than raw oil, it may also make a paint blister very badly, which is a serious drawback; so the proper material to use for thinning such a paint is either turpentine or benzine—and very little of that—because if the paint is not an emulsion paint it takes but a small amount of thinners to make it work freely.

When a paint "runs" it may be the fault of the paint, or it may be the fault of the man who puts it on. If it is the fault of the man, it is frequently due to improper spreading, and that is very easily corrected. If it is the fault of the paint, where the vehicle is too thin and the paint pigment is too heavy and not sufficiently ground, the best thing to do is to give some other paint in place of it. If the dealer wants to make the correction he can do so by adding a small amount of paint ground in oil.

When a paint separates it may be due to the application of a good, rich, oil paint on a moist surface—such as painting when the dew has not entirely disappeared—or it may be due to grease on the surface to which the paint is applied. In either case it is very simple to determine whether it is the fault of the paint by brushing some on a piece of glass and setting the glass on edge for half an hour. If it does not separate on the glass it will not separate anywhere else if the conditions are all right.

Paint frequently changes color. Sometimes you will open a can of paint labeled "Light Blue" and find it is a sickly green, or you will open a can of "Pea Green" and find it is a muddy olive. This is invariably due to the fact that Prussian blue or chrome green has been used with white lead, and the white lead has reduced the green or blue into different chemical compounds. However, you can always assure your customers that when paint shows this tendency it turns back to its original shade an hour

Floorglaze Enamel

We say it is the best solid color floor finish made. We can prove it, and so can you, in the easiest and most profitable way possible. Stock a sample order, and see how it brings the customer back for more and do not forget the satisfied customer has lots of friends.

10 shades. Write for color card and prices.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

One of the Reasons for Satisfaction

Every **Standard Heater** has a full metal lining passing ENTIRELY around the fuel chamber. This insures proper distribution of air to the burning carbon as well as an even distribution of the heated air. The fire never goes out till the user is ready to put it out and the maximum heat is drawn from the burning fuel.

STANDARD HEATERS

are not only made right but also look right. That's half the battle in selling anything.

ASK FOR 1908 PRICES

Ask about the new package for

STANDARD CARBON

The best carriage heater fuel on earth. Made right. Packed right. Get ready for cold weather now. : : :

The Standard Stamping Co.
Marysville, Ohio - - U. S. A.

Phantom Picture, showing the new Carbon Package—every cake in a compartment by itself.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

or two after it is applied in the open air.

These are a few of the mixed-paint troubles that come to the dealer, but there are a great many which need hardly be enumerated. Frequently a little good judgment and common sense will satisfy a customer that a paint is all right, for I have the utmost confidence in the paint manufacturers of the United States.

A little over two years ago it was my privilege to examine mixed paint manufactured by nearly seventy of the prominent concerns of the United States, during the time that I acted as expert in the North Dakota test case. There were more than one hundred cans of mixed paint sent to me, and ninety-seven per cent. (97 p.c.) of them were excellent, although they all varied in composition. Some of them were old samples and some were freshly made, but all of them were good mixed paints, and the conclusion is therefore reasonable that if any customer makes a complaint it is probably his or her fault.

The dealer is frequently annoyed because he receives complaints—some trivial and some serious—and it frequently occurs that he takes the complaint without investigation, and sometimes accompanies it with the paint and ships it back to the manufacturer, in that way ridding himself of the bother or trouble concerning the complaint. This is neither fair to the manufacturer nor is it conducive to the best results for the dealer. Sometimes a little intelligent investigation will set the whole matter straight and will ensure a customer's confidence.

Some years ago a large photographic concern put on the market the glass tubes of "developer," which are now very generally known and used, and the two chemicals contained in the glass tube were separated by means of a thin piece of cork. The directions on the outside of the glass tube were to "dissolve" the contents of the tube in so many ounces of distilled water. Several complaints were received from amateur photographers, who complained that they had "boiled and boiled" the chemicals in the tube but one little piece that looked like cork would absolutely not dissolve.

Now, about the same kind of complaint is frequently heard from people who attempt to use paint and are not very familiar with it. They think that when they buy a quart of paint all they have to do is to open the can and apply it, without stirring. That, of course, is a common complaint very easily answered.

Paint and Oil Markets

MONTREAL.

Montreal, Nov. 13.—There is a much better tone to the paint and varnish trade, and had it not been for the dislocation of the holiday, the turnover this week would have been a very fair one indeed. Linseed oil has been advanced, but otherwise the markets are firm and unchanged. The continuance of the fine weather has stimulated outdoor painting, and dealers report a fair demand.

TURPENTINE—Extreme regularity as regards volume and quotations mark this article. Trade is on the quiet side, but the whole condition of the market is firm. We continue to quote turpentine at 54c for single barrels.

LINSEED OIL—General firmness characterizes the linseed oil market. Stocks are rapidly being depleted under a steady demand, and, as we intimated last week, crushers are now asking higher prices. Quotations are advanced 2c, and figures are now as follows: Raw, 1 to 4 barrels, 52c; 5 to 9 barrels, 51c; boiled, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c.

GROUND WHITE LEAD — The ground white lead market keeps very steady and firm. The demand is fair with stocks in good shape for prompt shipment. We continue to quote; Strictly pure, $5.50 to $6, according to brand, and No. 1. $5 to $5.50 f.o.b. Montreal.

RED LEAD—A steady turnover is reported, with supplies in fair shape. The absence of heavy construction work, however, seems to have taken much life out of the inquiry for red lead. Prices are unchanged and we quote: Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

COLORS—The demand this week has not been quite so good as usual, probably owing to the dislocation caused by the holiday. It is expected that all colors will move more briskly in future.

VARNISH—Stimulated by the recent advance in shellac, the flow of orders has been stimulated, and a better feeling prevails in all branches of the varnish trade.

WHITE ZINC—Some fair shipments are reported, and prices remain unchanged. We continue to quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—The demand has improved within the last week, and good trade seems opening out. We continue to quote: Standard putty, 800-lb. casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

Toronto, Nov. 13.—Trade continues good in glass, putty, floor stains, wall finishes and other lines, and the tone is firm. Many jobs are being attended to and general activity prevails before the extremely cold weather sets in. The prospects for a speedy revival in all lines are bright and the general feeling is one of hopefulness.

Not a Minute Too Early

to give serious thought to taking up the "ENGLISH" LIQUID PAINT Agency, for next Spring.

The dealer in your town who has a stock of these well-known, well-advertised and well-liked Paints, will get the trade.

Our Advertising Department, our Co-operative Business Methods, our Best Prices and a complete line of

"English" Liquid Paints

are at your service.

Let us talk business with you.

Address,

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

Moore's House Colors

Represent the Highest Development Arrived at in Modern Paint Making.

To the Consumer—

Their use means greater economy of labor and material, better protective value and higher class results throughout than can be obtained with any other paint.

To the Dealer—

The sale of Moore's House Colors means a Live, Growing, Profitable Trade, such as follows the handling of all articles of genuine merit.

Write us now for sample cards and exclusive agency proposition.

BENJAMIN MOORE & COMPANY, Limited

PAINT, COLOR AND VARNISH MAKERS.

FACTORIES

TORONTO NEW YORK CHICAGO CLEVELAND

Get busy after New Business

Go after the man who is building and the man whose house looks like it needed paint. But be careful which **kind** of paint you recommend to him. He's going to paint **again** some day, and he has many friends who may need paint.

If he buys paint from you that peels, cracks and wears off in a year or so, he won't come back to **you** for paint again. And his friends and neighbors are going to **hear** all about that poor paint. **Play safe—take no chances**—sell him

MARTIN-SENOUR PAINT
100 Percent Pure

A paint that you can recommend as strongly as you like and we stand back of you. Martin-Senour Paint is pure—that is why we can stand back of it—why you can stand back of it—why buyer comes back for more of it. Ask for Government investigation and see where it stands in their test of paints.

You want more good profitable paint business, and we want a few hustling dealers. Let's get together. We don't know who or where you are. If we did—we'd send you some welcome news right now. Won't you **tell** us on a postal—who you are and **where** you **live?**

The MARTIN-SENOUR CO., Ltd.,

Pioneers of Pure Paint

Montreal **Chicago**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

The turpentine market, which is constantly fluctuating, has advanced somewhat and the demand in white lead is firm, although there is a slight tendency to diminution in the figure. Flaxseed has been going up in price and there has been an advance in quotations.

TURPENTINE—The market has firmed up considerably, due in a measure, no doubt, to the improved feeling in regard to business across the border since the elections. This advance of two cents is likely to be maintained as the prices at the point of production are still much lower than they have been at any time during the past five years and the movement should now be a forward one. There is fierce competition between the States of Georgia and Florida, and if it were not for this, it is said, the price might still soar more rapidly. A compromise might still take place there any day and the contending parties become reconciled. One Toronto dealer stated this week that investigation is going on at present in regard to some turpentine that has been supplied to dealers in Canada, the results of which may be made known later and will be sure to be of interest to the trade. The quotations are 56c in 2-barrel lots, and 57c for single barrels.

FLAXSEED—This has been going up in Chicago and at other western points and is very firm. Locally, the prices indicate that the advances may reach a higher point. The outlook is encouraging. The flaxseed crop has been a heavy one. The price of a single barrel for raw has gone up to 54c and for boiled 57c f.o.b. place of shipment; 5-barrel lots are 51c and 52c for raw; 54c and 55c for boiled.

WHITE LEAD—The market may be characterized locally as firm and the demand continues fair. Genuine continues at $6 to $6.25; decorators, $6; and No. 1, $5.65 to $5.75. Genuine red lead stays at $4.50 in cask lots. In paints there is not much doing just now. This is known by many dealers as the "sorting up" season.

STAINS AND VARNISHES—There is a good demand for stains and varnishes, shellac, interior waxes, wall finishes and various other materials used for decorative purposes. Pure orange shellac is selling at $1.95 per barrel and pure white at $2. There may be an advance.

GLASS AND PUTTY—In window glass it is reported that local stocks have been pretty well weeded out and that it is difficult to get all the standard sizes. Frequently cutting the glass has to be resorted to, which must result in a loss to the dealer, not only of the glass, but in profits, which are now whittled down pretty fine. Fresh shipments are now on the water from Antwerp and will reach here next month. The price is unchanged. There is a good demand for putty and the quotation is for standard $1.65 for bulk and $1.90 for bladders in barrels; special is at $1.45 and $1.90; and pure linseed is at $1.80 and $2.05.

PETROLEUM—A growing business is being done, due to the season of the year. Prices are unchanged at prime white oil, 13½c; water white, 15c; and Pratt's astral, 17½c per gallon.

CANNOT CHECK OIL FLOW.

The Mexican Government has given up the gigantic task of trying to control the enormous flow of the great oil geyser in the San Geronimo field, and the 800 federal soldiers who had been employed in the futile work for several weeks, today sailed for Vera Cruz on the government gunboats Zarragoza and Morelos.

A new phase of this phenomenal oil eruption is the poisonous gases which are thrown off. These gases have caused the death of several workmen. One of the peculiar effects of these gases is injury to the eyes. A physician reports that he attended 250 persons, whose eyes were badly injured, some of them being swollen to such an extent that they were entirely closed. All of the soldiers were more or less affected in this respect. The crater is increasing in size and land is still sliding into the vortex.

TRAVELERS IN CONVENTION.

W. S. Fallis, Winnipeg; J. J. Walen, Vancouver; B. D. Ross, Winnipeg, and other Western representatives of the Sherwin-Williams Company, were in Toronto this week on their way to Montreal where they will attend the annual convention of the company's Canadian representatives, which will be in session next week.

FILTERING VARNISH.

A German patent has been issued for new method of filtering varnish. The ordinary filter cloth of fibrous material generally employed is replaced by a layer of common salt or other hygroscopic saline substance, such as calcium chloride or magnesium chloride. Decoloration may also be effected at the same time by the addition of sodium bisulphate or bleaching power. The varnish is forced through the filtering layer in a filter press by the pressure of air or some appropriate gas, such as carbonic acid.

FALL PAINTING SUGGESTIONS.

Be sure the surface contains no moisture or dampness, for if it does a perfect job cannot be obtained.

The wood when in a thoroughly dry condition will absorb more paint, which fills up the pores and takes a firm hold, leaving a sound foundation for the next time you paint.

If the wood contains moisture, or dampness and paint is applied, if subject to the sun's rays, the paint will soon begin to blister and peel off.

THE CANADA PAINT Co'S
No. 1 CARRIAGE VARNISH

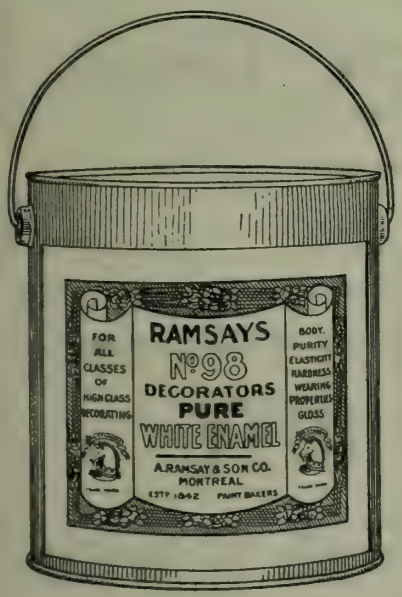
The popular quick-drying handy Varnish for general purposes. Useful for carriages, buggies, sleighs, jobbing and repair work. May also be applied upon grained or outside doors.

All surfaces to be coated should be free from dust. The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window. Brushes should be clean and soft and varnish applied with an even light coat.

THE CANADA PAINT CO., LT'D
MANUFACTURERS
MONTREAL-TORONTO
WINNIPEG

HIGH GRADE ENAMEL

Some day your painter tells you he wants a high-grade White Enamel. He doesn't want the ordinary White for everyday work. He has a customer who insists on the best and it's up to the painter to get it for him, or let somebody else do it. When a painter comes at you with such a demand, don't hesitate —here is the solution:



Not a thing goes into Ramsay's Decorators' Pure White Enamel but high-grade, pure material. The heart of the secret of its strength, beauty, and purity is the varnish in which it is ground. This varnish is carefully manufactured in our works, at 106 William Street, and it is a secret of which we are justly proud, and all put together under the personal supervision of our chemist who has had a wide experience in enamel making in England.

Send for our Booklet.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

New Era Paint

covers more surface to the gallon than any other paint on the market. We have advanced this claim for years, and it has never been successfully refuted. New Era Paint gives you the opportunity of selling a high-grade paint at a popular price.

Lists and Discounts on Request.

Standard Paint and Varnish Works Co. LIMITED

WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

Patented 1906.

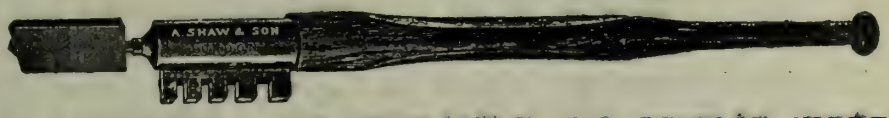
BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



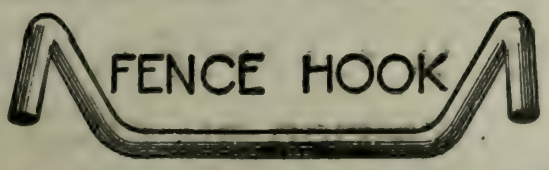
GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Now's the Time to Get After Painters!

Lots of houses being finished up just now, furnishing a very brisk demand for the right kind of floor finishes. Take a sample of

Gutta Percha Floor Finish

around to the painters of your locality and get them to give it a trial. They will find that under favorable conditions it dries over night, with the toughness of Gutta Percha. They will find one coat quite sufficient on old and new natural floors, properly filled; and on painted floors. They will find that it does not scratch or mar white, and that it is peerless in durability.

Sealed Cans Only **Prices on Request**

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

ISLAND CITY
Paint and Varnish Works

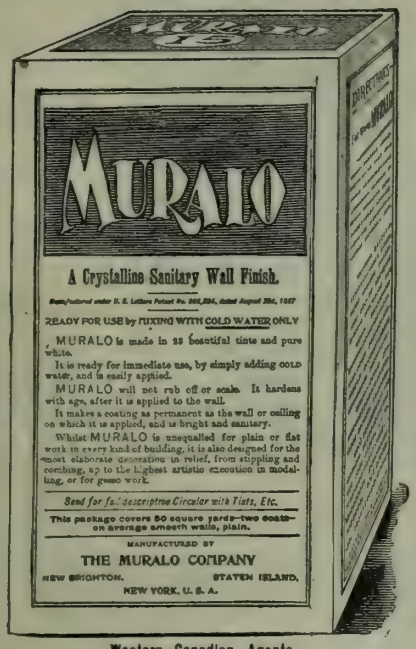
The STRONGEST and BEST DRY COLORS manufactured are produced at our works on St. Patrick St., Montreal. They are superior in every respect to any imported. The largest users know that by buying Dry Colors "made in Canada" they save the duty, and they also know that satisfaction is assured when they get

"Island City" Pure Chrome Yellows
"Island City" Pure French Greens
"Island City" Pure Vermilions
"Island City" Pure Permanent Reds
"Island City" Pure Prussian Blues

P. D. DODS & COMPANY, LIMITED

264 St. Patrick St., MONTREAL

MURALO



Western Canadian Agents
ASHDOWN HARDWARE COMPANY
Winnipeg, Manitoba

IS THE ONLY PRACTICAL WALL FINISH MADE

Muralo is the pioneer of Sanitary wall coatings —and for 15 years has enjoyed the largest sale, chiefly because it will, under any circumstances, give superior results. Muralo has greater covering power, spreading qualities and artistic finish than any other decorative material made and

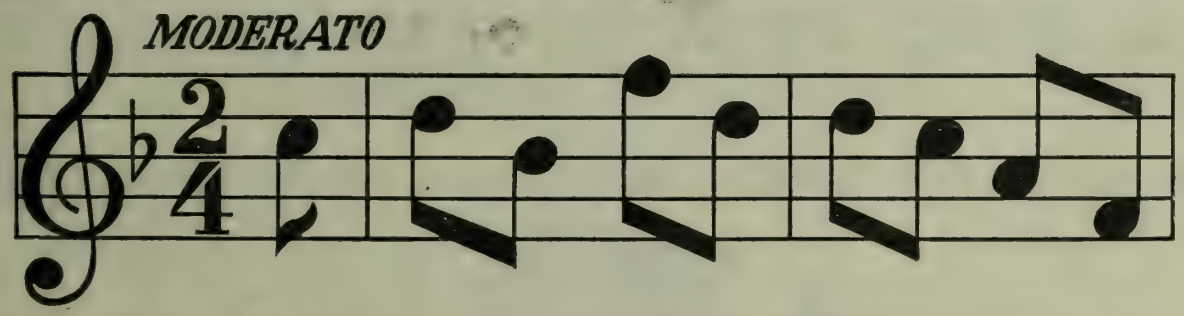
SHOULD BE HANDLED BY ALL HARDWARE AND SUPPLY STORES

SOLE MANUFACTURERS

THE MURALO CO.

NEW YORK

The Largest Manufacturers of Water Paints in the World.



THE WEARING OF THE GREEN

Depends on the permanency of the Color

LUCAS IMPERIAL FRENCH GREENS

are made by special process which insures their great permanency, their exceptional brilliancy, their great strength and their intense covering properties. The most perfect **BODY GREENS** produced.

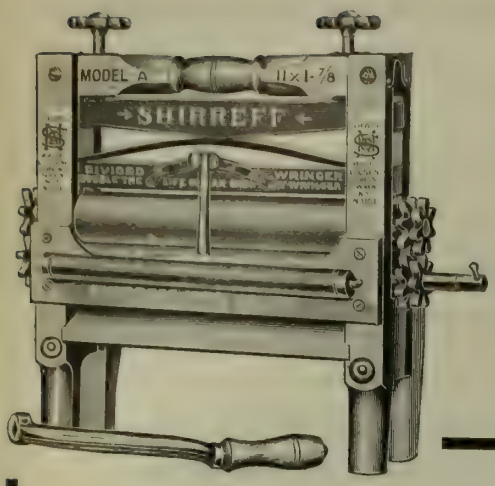
Practically Un-Fading, Absolutely Non-Poisonous.

The Name, the Package and the Label are closely imitated by unscrupulous manufacturers and dopsters.

Be sure you get the **GENUINE LUCAS IMPERIAL FRENCH GREENS.**

JOHN LUCAS & CO.

PHILADELPHIA NEW YORK CHICAGO BOSTON



A
NEW
WRINKLE
IN
WRINGERS

SHIRREFF'S

Divided Wringer

has double the life of an ordinary wringer because it prevents the rubber rollers from wearing out in the centre. The dividing bar, which is only removed when wringing blankets or quilts causes the rollers to wear quite evenly along their whole surface.

Prices and Discounts on Request

Shirreff Mfg. Co., Limited

BROCKVILLE, - - ONTARIO

The "Galt" Steel Shingle

Not the First Shingle but the first Perfect Shingle.

Handsome, easily laid and absolutely weather tight. Improved side and end locks—no notches and no cleats. Closed valley overcomes weakness of other locked shingles.

Ask us for catalog, prices and samples.

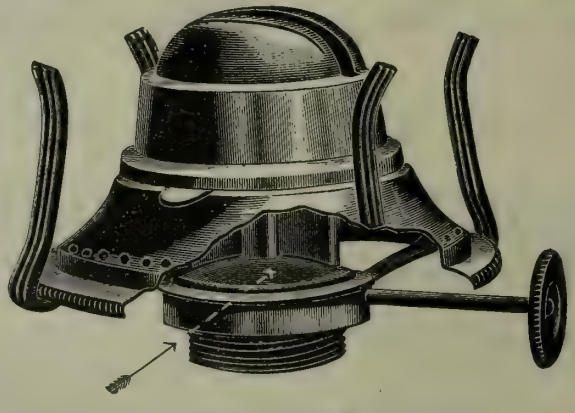
The Galt Art Metal Co., Ltd.

GALT, - ONTARIO

TALKING POINTS FOR DEALERS

WELL WORTH CONSIDERING

On our BANNER, CANADA, ONTARIO and HICONE Lamp Burners

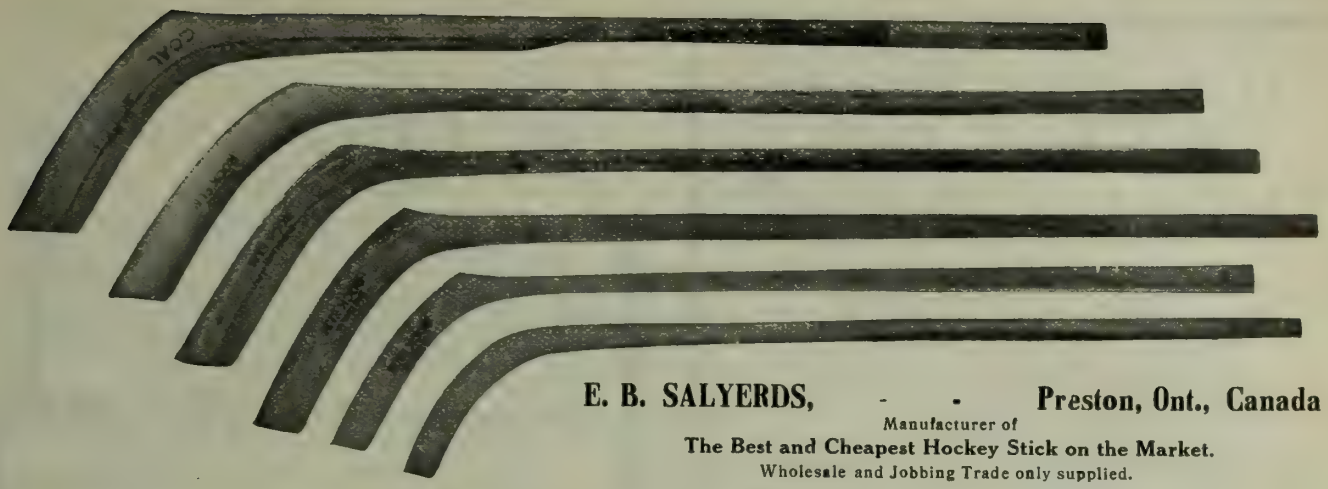


The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire.

OURS DON'T

Manufactured by

ONTARIO LANTERN & LAMP CO., Limited, HAMILTON, ONT.



E. B. SALYERDS, - - **Preston, Ont., Canada**

Manufacturer of

The Best and Cheapest Hockey Stick on the Market.

Wholesale and Jobbing Trade only supplied.

WORLD RENOWNED PATENTED

"DREADNOUGHT" MILLING FILE

The best File on earth for steel, iron, brass, babbitt, lead, wood or anything else.

REGISTERED TRADE MARK

A Marvel

of economy, durability, rapidity, machine work, lathe or hand work. Your satisfaction or your money back. Get a sample dozen.

WRITE FOR CATALOGUE

Sole Manufacturer for Canada **J. H HANSON TILLEY CO., Limited, 422-424 St. Paul St., MONTREAL**

All enquiries from American side should be addressed to The National File & Tool Co., The Bourse, Philadelphia, Pa.

Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

LION

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

BRAND

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.

CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.

MacGOWAN & CO., Vancouver, B.C.

TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

If Roofing Trade Has Been Dull There Is A Remedy

—and the remedy is "Brantford Roofing."

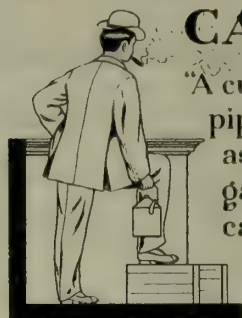
Our agents have sent us larger orders this year than last. Our business is exceeding the previous year. Why not become an agent for our complete line, which includes **THREE** styles of roofing? Why not join with the other dealers who are sharing in the "Brantford Roofing" prosperity?

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

Montreal Branch - - - 327 St. James Street, Montreal, Que.
General Supply Co. of Canada, Limited { 219-221 Bank Street, Ottawa / 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - - Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - - - Vancouver, B.C.
Imperial Export Co. - - - - - - - - - - Toronto, Ont.



CAN'T EXPLODE

"A customer with a cigar or pipe can come as near as he likes to my gasolene pump and it can't explode, because it's

THE **BOWSER**

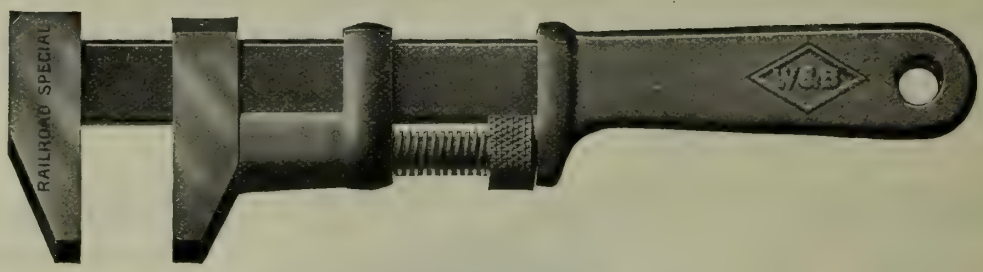
This absolute safety which the Bowser gives you is alone worth its price.

But cost doesn't figure, for the Bowser pays for itself by stopping all leakage, evaporation and waste.

Put in a Bowser and sell gasolene. It means money in your pocket.

Bulletin **5456** tells you why. A postal will bring it, free. Write now.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO



The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

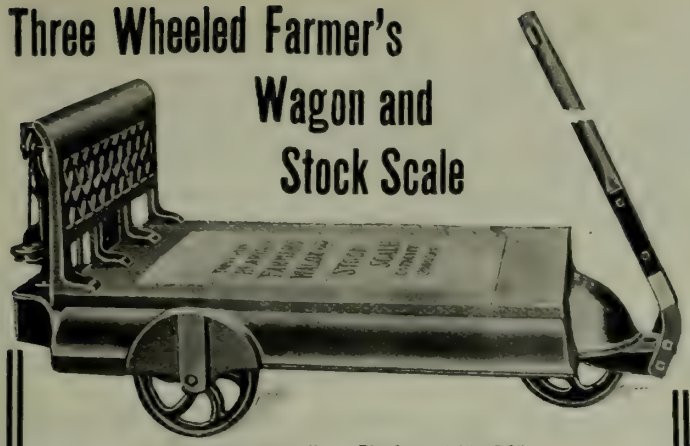
St. Catharines

Ontario

W&B TRADE MARK

& W B CO TRADE MARK

Three Wheeled Farmer's Wagon and Stock Scale



Capacity 2,000 lbs. Platform 24" x 36"

- ¶ The only scale that will weigh on an uneven floor.
- ¶ The wheels are larger, and therefore scale is easier drawn than any other scale.
- ¶ The wheels are encased to prevent rubbing on anything projecting over platform.
- ¶ The handle is self-locking, and will not fall down when not in use.
- ¶ Material and workmanship equal to any of the most expensive scales on the market.

Manufactured only by

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONT.

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

No Bend! No Break!

The reason why the "Dillon" Hinge Stay Field Fences are in such steady demand is because the farmers find in them all the qualities that a good fence should have, besides one other feature that is only found in the

"DILLON" HINGE STAY FIELD FENCE

—the hinge stay. The elasticity or "spring" which this simple idea gives to the wire strands effectually prevents breaking from sudden shock or strain.

Let us send you our catalogue full of hard facts about the "Dillon" Fence

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

WIRE ROPE

GREENING

All kinds and sizes, and for all purposes

Standard & Lang's Patent Lay

PRICES RIGHT. PROMPT SHIPMENTS.

Rope Fittings. Rope Grease

THE B. GREENING WIRE CO.
LIMITED

HAMILTON, Ont. MONTREAL, Que.

Atkins Silver Steel

Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

GILBERTSON'S COMET

When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too.

ALEX. GIBB (Sole Agent for Canada), 13 St. John Street, Montreal
W. GILBERTSON & CO., Ltd., PONTARDAWE, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

SEYMOUR SHEARS

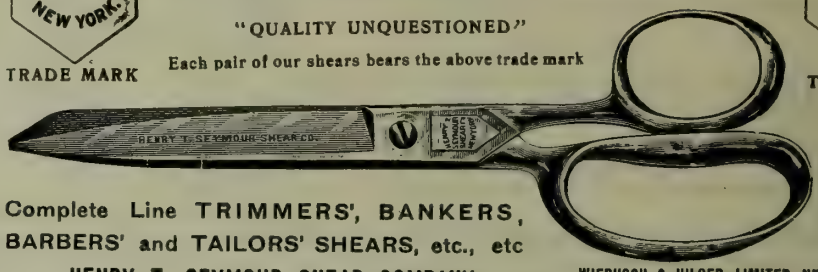
HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

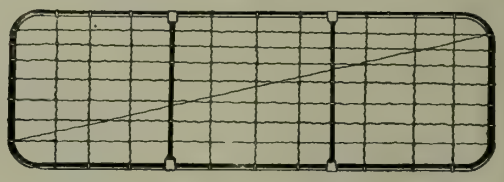


Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

Latest Catalogue will be sent in exchange for your business card.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



A GUARANTEE

Were not this gate perfect we could never have sold the number already placed—hundreds of thousands—to railways, farmers, etc. These sales are a guarantee of excellence.

Prices on application

OTTAWA WIRE FENCE & GATE CO., 164 Bank St., OTTAWA
Wire Goods Makers
R. W. Grant - - - - - - - - - - Manager

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Class and Flint Clothsand Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street

MONTREAL

Write to-day, we need you and you need us.

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.,
or to **MONTREAL, QUE.**
Canada Iron Furnace Co.,
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

PHENIX
HANGERS AND FASTENERS

solve the problem

How to Hang and Fasten Window Screens and Storm Windows.

Easily hung or removed from inside. Clean windows, ideal ventilation. No flies, solid comfort. Retail at 10c., 15c., 20c. and 30c. per set with screws. For catalogue and trade discounts address

PHENIX MFG. CO.
636 Center Street
Milwaukee, Wis.

Buy the Best.

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

The Sale of Screens

Screen Doors and Window Screens have a good deal to do with your prosperity. The better value you give your customers the more likely they are to come again. The cut illustrates a really new and attractive design in screen doors—the oval decoration adding greatly to the door's appearance and strength without interfering with its utility. It is very strongly made and neatly finished—the best value yet.

Copy of Our New Catalogue on Request.

THE SANDERSON HAROLD CO., Limited

PARIS, - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

SAY, MR. HARDWAREMAN,

Are you prepared to meet all emergency calls for roofing material? You can make no mistake in carrying

Black Diamond Tarred Felt—Joliette Cyclone Sheathing—Genasco Ready Roofing

Might as well "Do It Now," as our prices are right.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

November 14, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ... per lb.	0 09½
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" 2½ "	10 50	10 60
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER. Per 100 lb.

Casting ingot	15 50	15 00
Cut lengths, round, bars, ½ to 2 in...		24 00
Plain sheets, 14 oz		22 00
Plain, 16 oz,, 14x48 and 14x60		22 00
Tinned copper sheet, base		25 00
Planished base		31 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 24	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 45	2 50
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 45	2 60
All bright "	3 50	3 60
Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 55	3 65	....
22-24	3 95	3 80	3 75	4 05
[illegible]	4 20	4 05	4 15	4 30
2[illegible]	4 45	4 30	4 35	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	18 75
Middlesboro, No. 3 pig iron	18 50	21 00
Summerlee, No. 2 "	20 00	21 50
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron	32 00	32 50
Angles	2 60	2 65
Common bar, per 100 lb	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel	1 90	....
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 25
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 75
Mining cast steel	0 07½	0 08
High speed	0 60	0 65
Capital tool steel	0 60	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	0 08½
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb. $34 00 34 00

TINPLATES.

Charcoal Plates—Bright		
M.L.S., Famous (equal Bradley)		Per box
I C, 14 x 20 base		$6 00
IX, 14 x 20 "		6 50
IXX, 14 x 20 base		7 50
Raven and Vulture Grades—		
I C, 14 x 20 base		5 00
I X "		6 00
I X X "		7 00
I X X X "		8 00
"Dominion Crown Best"—Double Coated, Tissued.		Per box.
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75
"Allaway's Best"—Standard Quality.		
I C, 14 x 20 base		4 50
I X, 14 x 20 "		5 25
I XX, 14 x 20 "		6 00

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base		4 00
20x28, double box		8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65. " } 6 75 7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 50
" " 26 "	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 70	3 85
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 30 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10½	0 09½
Heavy red brass	0 10½	0 10
" yellow brass	0 08½	0 08½
Light brass	0 06	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	12 00	14 00
Stove plate	11 00	10 50
Malleable and steel	9 00	8 00
Old rubbers	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 70 per cent.
High grade compression work, 65 p c.
Cushion work. 50 per cent.
Fuller work, 75 and 10 p.c.; No. 0, 80 p.c., and 1 and 2 basin cocks, 75 and 10 p.c.
Flatway stop and stop and waste cocks 70 p.c.; roundway, 50 and 10 p.c.
J. M T. Glo'e, Angle and Check Valves, 55; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves. 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard. 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " "	1 50
No 7 Fuller's "	2 00
No. 4½, " "	1 25
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each	2 20

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon. Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Size	Galvanized
⅛ inch	2 03	⅛ inch	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 48
½ "	3 56	½ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 95
4 "	33 48	4 "	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 65, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 55 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb.	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½	per lb.	0 35	0 40
2-lb. or over	"	0 30	0 32

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 20
Wiping	0 18½	0 19

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

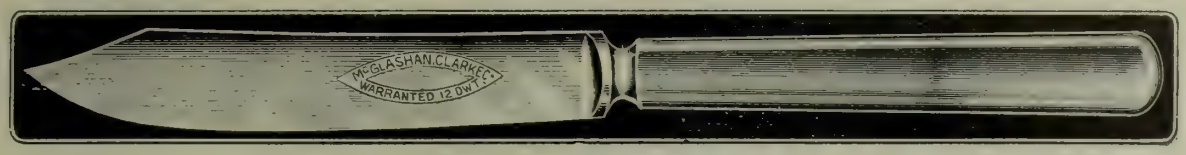
PARIS GREEN.

Barrels	0 24½
25-lb. drums	0 25½

PIGMENTS.

Orange mineral, casks	0 09
" " 100-lb. kegs	09½

OUR GOODS MAKE FINE PRESENTS



Cut shows our plain 12 dwt. quality, put up in half-dozens in handsome white satin lined boxes.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 117 d'Youville Sq., Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PREPARED PAINTS.

	Quart can
Barn (in bbls.)	0 90
Sherwin-Williams paints	1 60
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

Bulk in bbls	1 65
Bladders in bbls	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 53 0 57
Linseed Oil, " raw	0 52 0 54
" " boiled	0 55 0 57

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	5 50	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 15	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto. List 25 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 85

VARNISHES.

	Per gal.	cans
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" union		0 85
Light oil finish		1 30
Gold size japan		2 00
Brown japan		1 00
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Flattine floor finish, per gal		3 00
Elastica exterior finish, 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2.25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells 5 50 8 00
American, house bells, per lb. 0 35 0 40
Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Caps and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 85 2 00
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	1 75
Coil, 9 to 11 in. "	0 95 1 65
English "	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00

Wrought hooks and staples—

¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 20	2 40
Solid "	1 50	1 75

SASH CORD.

Per lb	0 25	0 26

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 10

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 25	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 00
Ivory, No. 1282, 2 foot, each.... ...... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Steel, No. 14 75 and 2½, doz.......... $23 00
Iron, No 4·2, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English ass skin, No. 921, 66 ft., doz. 2 85
Universal ass skin, No 714, 66 ft., doz. 3 00
Lufkins, linen, No 414, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each .. 3 15
Chesterman's, linen, No 1822, 66 ft. ea. 1 10
" steel No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63¾ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith..........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail................		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web.................. " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ⅝ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2 75; 8 in open wheel, 4 knives, 12 in. sizes, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $2 95; 9 in. wheel, 4 knives, 12 in. sizes, $3.05; 10½ in. wheel, 4 knives, 12 in. sizes $4; 10½ in. wheel, 5 knives, 12 in. ball bearing, $5.70.

SCYTHES.

Per doz. net.................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10¾
Hay Budden, 80-lb. and over 0 09¼
Brook's, 80-lb. and over 0 11¾
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's....................... .... 0 13½
Berg's, per lb...... .... 0 12¾
Brook's....................... .... 0 12¾
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise.................... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts..................	60
Bolt Ends....................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint......	70 and 12½

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 12½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40 to 40 and per cent.; Cow ties, 40 per cent.; Tie out chains 65 per cent.; Stall fixtures, 35 per cent.; Trace chain, 45 per cent.; Jack chain iron, 50 per cent.; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4¼c. per lb.

NAILS.	Cut	Wire.
2d	3 80	3 25
3d	2 85	2 95
4 and 5d......................	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d....................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges..................	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ¼c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Empire hockey sticks, per doz .. 3 00 3 50

CUTLERY AND SILVERWARE.

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's..........	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 1 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

CLAUSS BRAND EBONY HANDLED RAZORS

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

WRITE FOR TRADE DISCOUNT

CLAUSS SHEAR CO.
169 Spadina Ave.
TORONTO, - ONTARIO

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net	5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30

Spiders and fry pans, 50 per cent.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

Toasters, 50 p.c

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste	6 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head		0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft.	3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, discount 25 per cent.
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 92

Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 32
7-inch "	1 48

Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ..... 2 50 Galvanized.... 2 75

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 5 p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	3 00
Galvanized, plain twist	3 35

Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE.

BROOMS.

Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops		1 25
Folding ironing boards	12 00	16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style........per doz.	8 00
Common doors, 2 or 3 panel, grained only, 4-in., style..........per doz.	8 30
Common doors, 2 or 3 panel, light stair per doz.	10 55

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop	1 90
" " 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M	2 25
Small heel "	4 50

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse ....per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 09½
Pure Manilla		0 12
"British" Manilla		0 10
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet........per doz.		0 65
" " 60 feet........ "		0 80
" " 72 feet........ "		0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" " 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08¼
500 " standard	0 08¼
550 " " manilla	0 09¼
600 " " "	0 11¼
650 " " "	0 13

Car lots, ¼c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.

Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.

Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.

Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb.,	per ton	20 00	[illegible] 00
" under 40 lb.,	"	...	24 00
" 200 lb and over		....	28 00

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Canada Screw Co., Hamilton.
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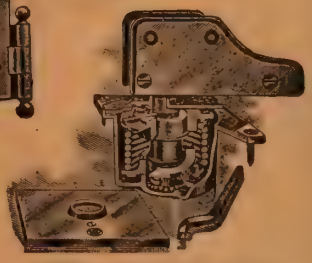

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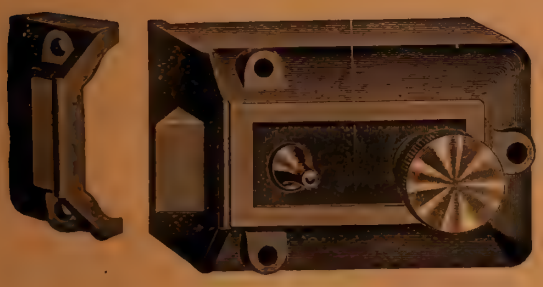

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We shall be pleased to quote prices on receipt of particulars of your requirements.

B. & S. H. THOMPSON & CO., Ltd.

MONTREAL

Dominion of Canada Sales Agents for the

UNITED STATES STEEL PRODUCTS EXPORT CO.,

SHEET STEEL AND TINPLATE DEPARTMENTS.

The Canadian Rubber Co. of Montreal

LIMITED

The Original Rubber Manufacturers of Canada

Rubber Goods for All Purposes

BEST BY TEST

RUBBER HOSE—For Air Brakes, Car Steam Heating, Air Signal, Hot and Cold Water Pump Suction, Pneumatic Tool, Corrugated Steam Tender Hose, Chemical, Fire Protection and every special purpose.

THE CANADIAN RUBBER CO. OF MONTREAL LIMITED

Mark of Quality

HIGH PRESSURE PACKING AND RINGS—Star Red Sheet and Canadian Spiral have been leaders for over 20 years. Pebbled and Corrugated Rubber Matting, Mats, Moulded Rubber Specialties, Bumpers, Rings, Valves, Plain and Corrugated Tubing, Air Brake Gaskets, etc., etc.

"Canadian" Interlocking Rubber Tiling is Standard

Head Offices and Factories (with 34 acres of floor space) Papineau Avenue, Montreal, P.Q.

Branches and Warehouses at St. John, Halifax, Montreal, Toronto, Winnipeg, Vancouver and Victoria

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XX. PUBLICATION OFFICE: TORONTO, NOVEMBER 21, 1908 NO. 47.

BUTCHERS' KNIVES

JOHN WILSONS CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

Canadian Agents: DORKEN BROS. & CO. MONTREAL

WE GUARANTEE EVERY SHEET

—of—

"QUEEN'S HEAD"

CANADA

To stand CLOSE SEAMING both ways and any fair working test.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

Perfect Water Circulation

is an invariable result when you instal

"Sovereign" Radiators

They have a larger feed-pipe connection than other makes, and a greater heating surface to the loop. Every Sovereign Radiator is reliable, being constructed by skilled workmen from materials of the very highest grade, and thoroughly tested before leaving the factory. When connected to a "Sovereign" Boiler the combination makes the ideal heating system.

Write for Prices and Particulars

TAYLOR-FORBES CO., LIMITED

Head Office and Works, GUELPH, ONT.

TORONTO: 1088 King St. W.
ST. JOHN, N.B.: H. C. Rogers, 53½ Dock St.

MONTREAL: 122 Craig St. W.
QUEBEC, QUE.: The Mechanics Supply Company

WINNIPEG: The Vulcan Iron Works, Ltd.
VANCOUVER, B.C.: Boyd, Burns & Co.

Don't Wait for Something to Turn Up. Try a "WANT AD."

SEE OUR LISTS

The lines which we are offering suitable for Christmas presents, will give you the opportunity of a lifetime to secure really high-class articles at greatly reduced prices.

Our Travellers carry the lists of this class of goods and will be pleased to explain all to you.

RICE LEWIS & SON, Ltd.
TORONTO.

THE
White Mop Wringer

This Trade Mark
WHITE PERFECTION PATENT IS THE STANDARD
Guarantees Satisfaction.

Does Perfect Wringing with Perfect Ease.

Remember—
The "White" wrings to satisfy the most critical house keeper, maid or janitor.

Catalog for the asking

MADE IN CANADA.

Order direct or of your jobber.

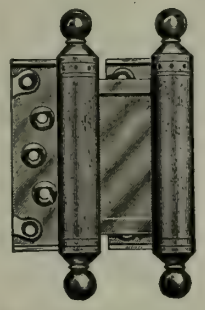
THE WHITE MOP WRINGER CO.
Fultonville, N.Y.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

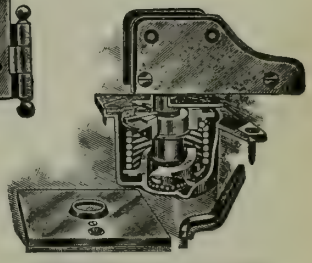
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

ICE CREAM FREEZERS THAT SELL

THEY ARE
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN
Easy Running
Quick Freezing
Economy
Conv nience
Practical Results

"LIGHTNING"

"GEM"

"BLIZZARD"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.

Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

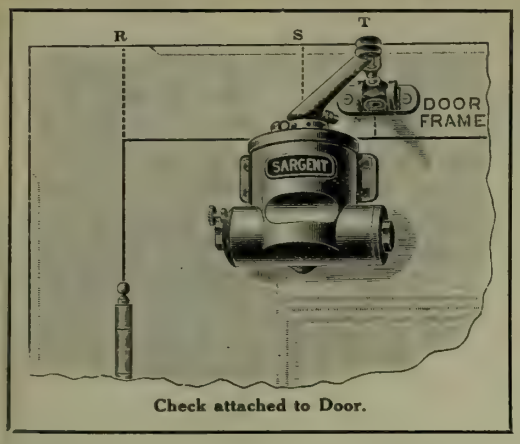
Steel Sheets

Black and Galvanized
All Grades

M. & L. Samuel, Benjamin & Co.

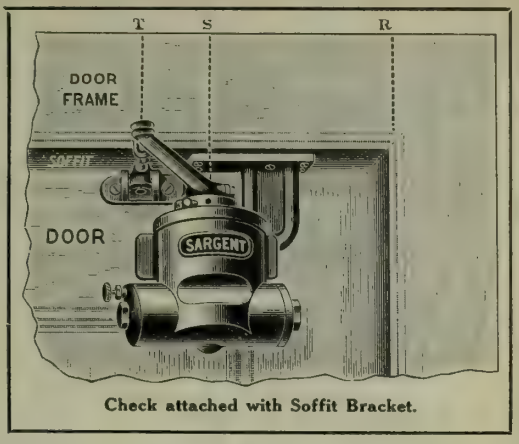
Cor. King St. and Spadina Ave.

Toronto



Check attached to Door.

We Will Sell You



Check attached with Soffit Bracket.

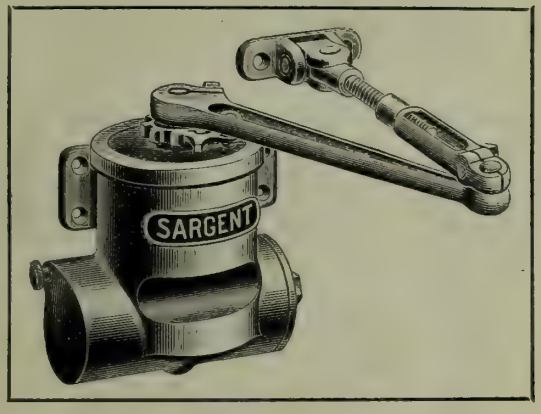
Sargent's Liquid Checks and Springs

For Less than any Standard Make, and
we will prove to you that they are better.

SEND FOR BOOKLET AND PRICES

Get the Business

It is in your town if you try for it, and there is money in it for you. Convince these neighboring merchants that they need Sargent's Liquid Door Check and Spring and that now is the time to have it applied.



Begin Early

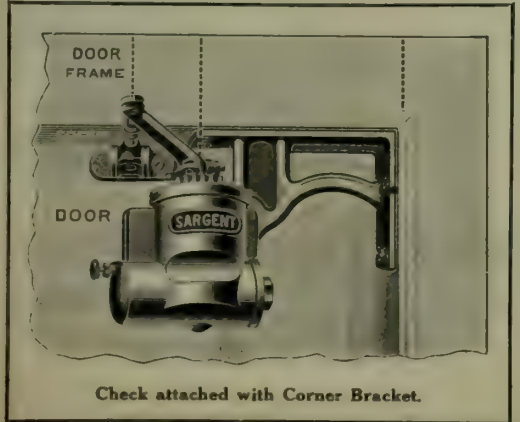
Many buildings in your town will need this Check during the coming winter. Look around and with a little effort you can increase your profits by supplying the schools, office buildings, hospitals, churches, public buildings, libraries, fire houses, hotels, stores and dwellings.

Sargent's Liquid Door Check and Spring

Simple, Strong, Durable — Suitable for all Doors

Easy to Apply, Regulate and Keep in Order

Compact and Powerful Spring — Prompt and Effective in its Action



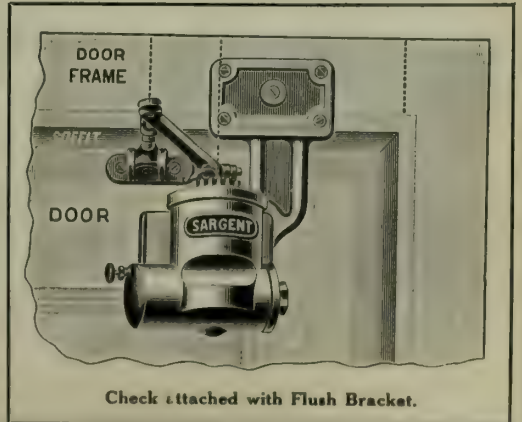
Check attached with Corner Bracket.

Lewis Bros.

Limited

Montreal

Ottawa
Toronto
Calgary
Vancouver

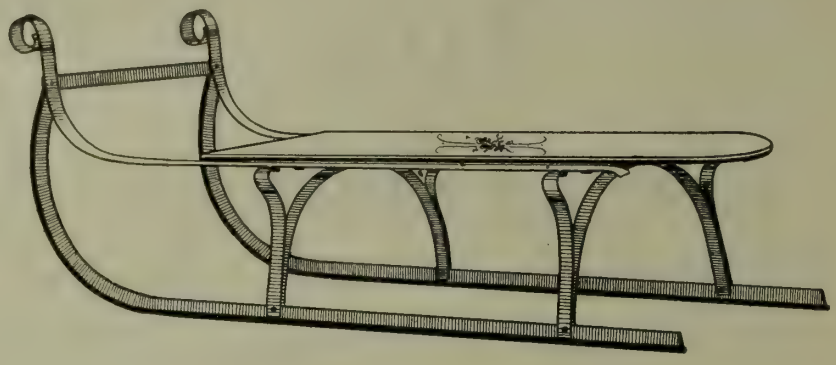


Check attached with Flush Bracket.

The Hobbs Hardware Co., Ltd.

ESTABLISHED 1876

LONDON **TORONTO**



The advent of the Christmas Season suggests a demand for

HAND SLEIGHS

Are you prepared to meet it?

We have a full stock of

HAND SLEIGHS, COASTERS, CUTTERS and RAIL SLEIGHS

at prices that spell profit for you.

Catalogue of Winter Goods now ready.
If you have not received a copy, ask for it.

The Hobbs Hardware Co., Ltd.

LONDON **TORONTO**

H. S. HOWLAND, SONS & CO. LIMITED

Only Wholesale

HARDWARE MERCHANTS

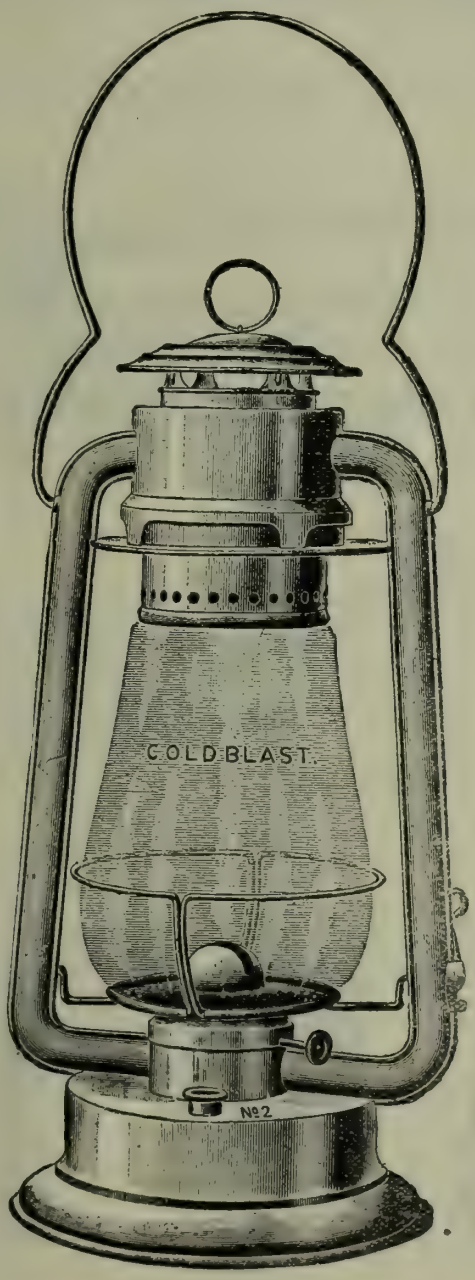
Wholesale Only

138-140 WEST FRONT STREET, TORONTO.

Lanterns

Railroad

No. 39. ¾ and 1 inch Wic

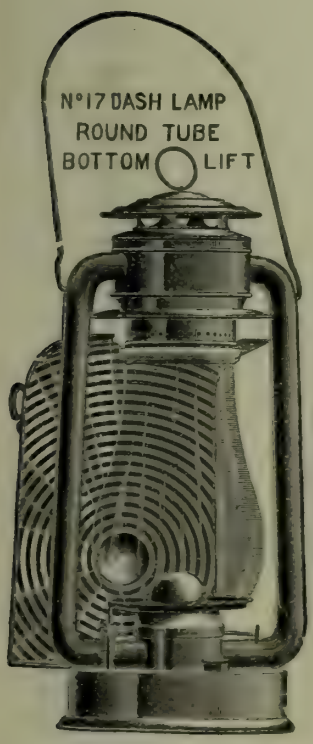


Cold Blast Lanterns

Plain Tin
Japanned Tin
Brass Well

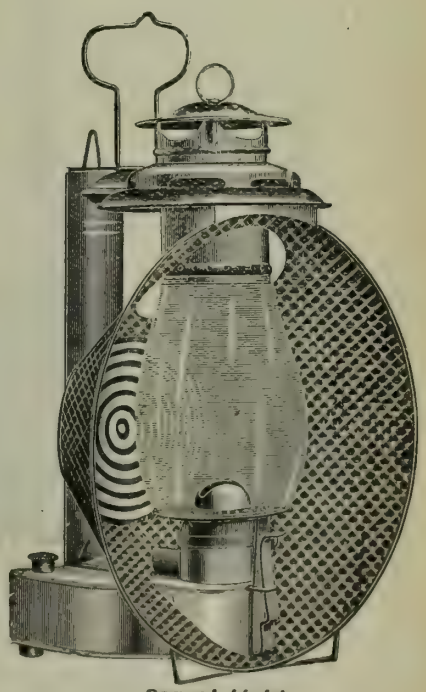
Little Bobs

Plain Tin
Antique Copper
Brass



New Banner Dash

Japanned, Blue
" Red



Search Light

Japanned, Blue

For other Lanterns see our Catalogue

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

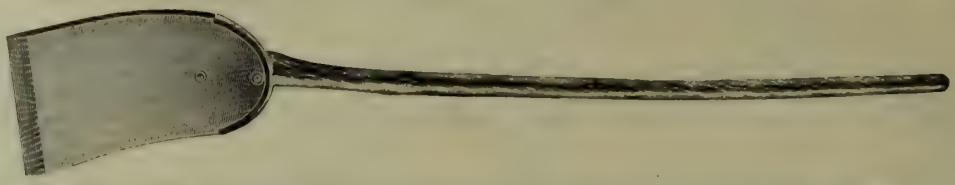
Our Prices are Right

GRAHAM NAILS ARE THE BEST

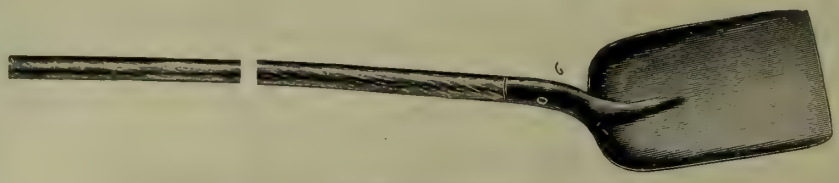
We Ship Promptly

Factory: Dufferin Street, Toronto

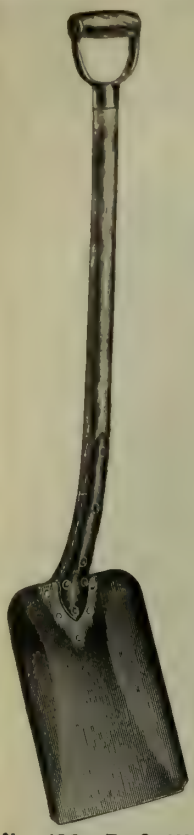
SNOW SHOVELS



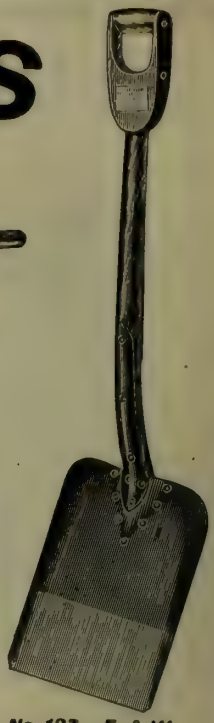
"VICTOR" SNOW SHOVELS. They are made of the best selected oiled birch, and have iron bound tops



No. 125. F. & W. CAST STEEL HOUSEHOLD SNOW SHOVEL



No. 126. F. & W. Cast Steel, RAILROAD SNOW SHOVEL



No. 121. F. & W. Cast Steel LUMBERMAN'S SNOW SHOVEL

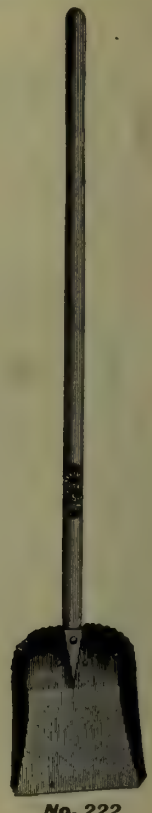
ECLIPSE SNOW SHOVELS

No. 210 CHILD'S

No. 220 SQ. HANDLE

No. 221 T. HANDLE

No. 219 RD. HANDLE



No. 222 BOY'S

Ask our travellers to quote or write us direct for prices.
See our General Catalogue for Fuller Information.

F.&W.

FROTHINGHAM & WORKMAN, Ltd.

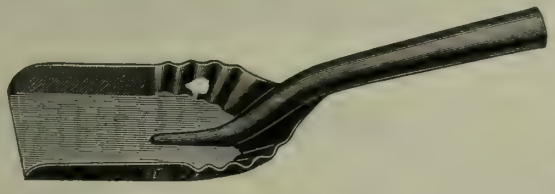
Wholesale Hardware and Iron Merchants

MONTREAL - - CANADA

F.&W.

A Good Selling Line

for the fall and winter trade. These all steel shovels are just the thing for use with the kitchen range or with small furnaces. They are extra strongly made, well-shaped and finished. You can sell them at a price that will pay you a large profit. You cannot buy them anywhere else. Do you not want the sale of them in your town?



The "Pioneer" is made with crinkled back barrel handle in which a wood handle may be inserted, pan 8 x 4 in., japanned.

The "Climax" is also made with a barrel handle, the pan is $9\frac{1}{2}$ x 6 in., japanned.

The "Monarch" is a large shovel the pan of which is 12 x 7 in., the ash handle is 15 in. long and is riveted into the handle socket, pan japanned.

If you ask our travellers for prices of these we are sure you will order.

Caverhill Learmont & Co

Wholesale Distributors

MONTREAL and WINNIPEG

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL

We Also Manufacture

- Barb Wire
- Galvanized Wire
- Coiled Spring Fencing
- Brass and Copper Wire
- Staples
- Jack Chain
- Spring Cotter Pins
- Flat Cotter Pins
- Wire Barrel Hoops
- Galvanized Strand Wir
- Mattress Wire
- Broom Wire
- Hat and Coat Hooks

Wire Nails
Wood Screws
Bright Wire Goods

IRON AND STEEL WIRE

Ask for Dominion Goods

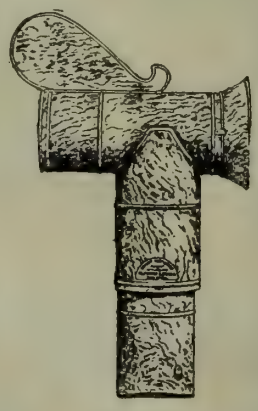
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Lachine, June 5, 1903.

The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister Marie Pacifique, Gen. Eco. Sisters of Ste. Anne.

Made by

The J. W. HARRIS CO., Limited

CONTRACTORS

Montreal

New Style H. & C. Side Wall Register.

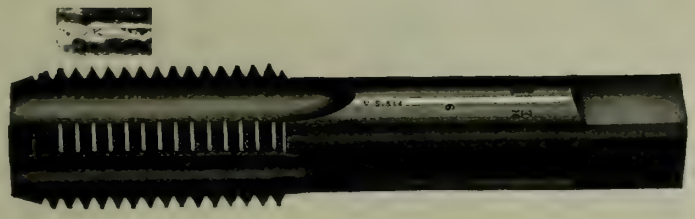
BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

HART & COOLEY CO., Booth St., New Britain, Ct.

PRATT & WHITNEY CO.

Small Tools



Taps, Dies, Milling Cutters

Drills, Reamers, Gauges

Etc.

These tools are all made of a high-grade steel, and comparative tests have proven their superior wearing qualities.

Pratt & Whitney Small Tools

are a line in which every dealer or user should be interested. The high quality of these tools gives prestige to the dealer and satisfaction to the user.

PLACE YOUR STOCK ORDERS NOW

FACTORY - - - - DUNDAS, ONT.

The Canadian Fairbanks Co., Ltd.

MONTREAL

Toronto Winnipeg Vancouver St. John, N.B. Calgary

SEE THAT ALL **BUTT HINGES** YOU BUY

Bear the CRESCENT BRAND

Made In Bright Steel or Electro Plated

Our Finishes of Electro Plated in Planished or Polished

Antique Copper
Plain Bronze
Dull Brass
Bower-Barff
Antique Brass
Gun Metal
Bright Brass
Etc.

Our BRIGHT STEEL BUTTS are THE ONLY PERFECT BUTTS made in Canada.

SEND TO US IF YOUR DEALER WILL NOT SUPPLY YOU.

ALL STYLES ALL SIZES

CANADA STEEL GOODS CO.,
HAMILTON, ONTARIO LIMITED

Leave Your Money in the Country Wherein You Expect to Make Yours

This is the Buffalo **Alcohol Gas Stove**

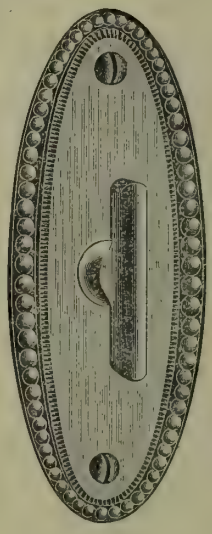
It creates its own gas from any kind of alcohol—denatured alcohol preferred as being cheaper and best adapted for producing a powerful heat. Any cooking that can be done on a Gas Stove can be as successfully done on this improved Alcohol Gas Stove. Any of our Chafing Dishes can be used with it. It is Nickel Plated, 9½ inches in diameter and has a capacity of three pints.

WRITE FOR OUR SUPPLEMENTARY LIST

BUFFALO MFG. CO. - - - Buffalo, N.Y.

Canadian Representatives: H. F. McIntosh & Co., 51 Yonge St., Toronto

Cuspidors, Bathroom Fittings, Coal Scuttles, Chafing Dishes, Etc.



ROTARY STROKE ELECTRIC

DOOR BELL and TURN

A very handsome, practical and saleable set.

This is only one of our many trade-catching door bell designs. Sold by all leading jobbers in the Dominion.

The BELLEVILLE HARDWARE CO., Limited

BELLEVILLE, - - ONTARIO

This excellent line is put up with **Bronze, Brass** or **Steel Turns, Steel** or **Bell Metal Gongs.** Also with **Cast Bronze, Brass** or **Iron Turns.** Our full list is very attractive

Automobile Skate

The "Automobile" Skate has a top of aluminum alloy. The lightest metal known.

The latest and greatest skate on the market—six to twelve ounces lighter than any other made—and stronger.

The "Automobile" Skate has a blade of highly tempered nickle-steel. The toughest metal known.

We're going to boost this skate in the newspapers. It means big sales. Is your stock complete.

Canada Cycle & Motor Co., Ltd., WEST TORONTO

A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1

No. 2

No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY THE WM. F. HEISE MANUFACTURING CO.

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

Henry Boker's "Meteor"

Latest and Best

Canadian Patent

Splendid Value

Expert Tubular Hockey Skate

The best and most scientifically constructed Hockey Skate made. Owing to the manner in which the tempered tool steel runner is set in the steel tube a thinner and lighter runner can be used than on any other skate offering the least resistance and friction. The runner on this skate is made of the very best finely tempered tool steel and is but 1/8-inch thick. Double heel and triple sole supports.

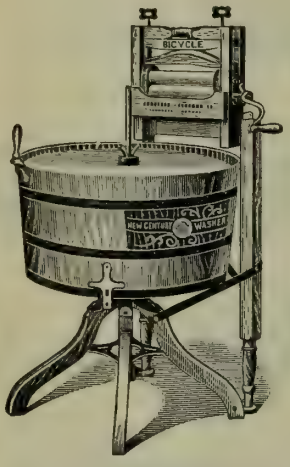
VERY FAST, LIGHT AND STRONG.

Made in both full nickel plate and aluminum finish. A beautiful Christmas gift.

B. TEST REG'D. **P.O. Box 366, Montreal**

The NEW CENTURY WASHING MACHINE and its ONLY RIVAL

FOOD FOR THOUGHT



If you don't know The Dowswell line of **up-to-the-minute** Washing Machines, Wringers and Churns, you don't know all you ought to know about a good thing. Our Trade Mark is not a big thing to look at, but it is a mighty big thing to help tide over dull times.

THEY'RE SIMPLE and THEY'RE CERTAIN

The Dowswell Mfg. Co., Ltd.

HAMILTON, - ONT.

Agents:
W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Harry F. Moulden, 290 Garry St., Winnipeg, Man.

Perfectly Simple and Simply Perfect

HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. P. Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

MEN WHO SELL THINGS

By Walter D. Moody.

This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods, for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of the Rut"; "How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 295 pages. Net, $1.00. By Mail, $1.10.

TECHNICAL BOOKS, 10 Front Street East, Toronto

This trade mark is a guarantee of the highest quality in

Stove, Sink, Tire and Sleigh Shoe Bolts

Wood Screws; Wire Nails; Tacks; Machine Screws; Iron, Brass and Copper Rivets and Burrs; Staples; Corrugated Fasteners; Bright Wire Goods; Bright, Coppered and Tinned Wire, in coils and cut to length.

All the best jobbers handle Canada Screw Goods.

Canada Screw Co., Limited

Toronto **Hamilton** **Montreal**

Are You Pushing Steel Roofing and Siding?

If you are, is the business pleasant and profitable? Natural causes make galvanized steel the only practical and economical exterior covering for the buildings of Canada. This will be an enormous trade in a few years. Will you look after it before it's forced into other channels?

Our goods and our methods will greatly assist you. This business rightly belongs to you. We are ready to help you.

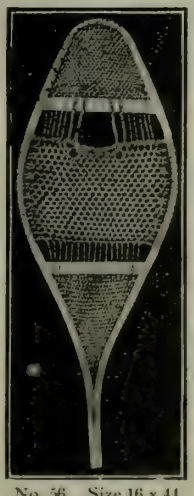
We want a live agent in every locality by January 1st. Ask us to-day for particulars of our

"1909 Dealers' Agency Proposition."

The Galt Art Metal Co., Ltd.

GALT, - ONTARIO

SNOWSHOES



No. 56. Size 16 x 44. Lumberman's Snow-shoe. (Curved Toe.)

Keep OUR goods in stock and satisfy your customers.

Our line is the most complete line made,

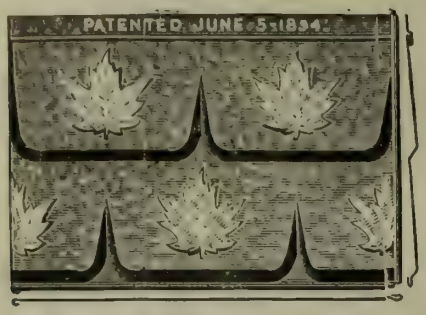
Illustrated card showing sizes and shapes, and price list on request.

The ROBERT RYAN CO.

THREE RIVERS, QUE.

Manufacturers of Mitts, Gloves, Moccasins, and Snowshoes

"Safe Lock" Galvanized Steel Shingles



There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market and is still the best. Get your prospects in line and then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal. **"We work with the trade."**

The Metal Shingle and Siding Company, Limited

HEAD OFFICE and WORKS: PRESTON, ONT. BRANCH OFFICE and WORKS: MONTREAL

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Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
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Clare & Brockest	Ellis & Grozan	Wm. N. O'Neil & Co.

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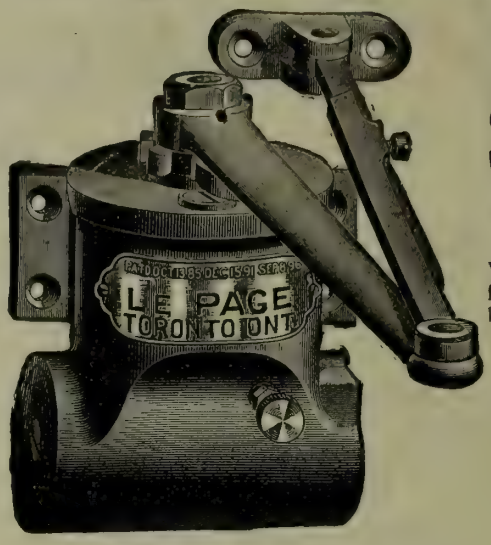
LePage's Oil Door Check and Spring



We also manufacture an unbeatable line of

BOTTOM STOPS

It will pay you to write at once for our Price List

LePage Door Check Mfg. Co.

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PHONE PARK 1086

WM. KEATING, Manager

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Your orders will receive prompt and proper attention at our hands. We guarantee London Bars to be of the very highest quality in every respect. Our prices, too, will interest you.

LET US QUOTE ON YOUR NEXT ORDER

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BY PAUL N. HASLUCK

Practical handbook for the sign writer, giving concise information on the general principles of the craft. Contents are:—Formation of Letters, Stops, and Numerals; Sign Writer's Outfit; Making Sign Boards and Laying Ground Colors; Simpler Forms of Lettering; Shaded and Fancy Lettering; Painting a Sign Board; Ticket Writing; Poster Painting; Lettering with Gold, etc.

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When writing to advertisers, kindly mention having seen the advertisement in this paper.

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

CEMENT.

The Hanover Portland Cement Co., Limited,
HANOVER, ONTARIO
Manufacturers of the celebrated
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OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

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PRIEST'S CLIPPERS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
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American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

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For making carbon copies of your letters and orders. Write for information.
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No. 70 Polo
The Steel Spring Snap that has a "snap."

No. 400 King
The Snap without a peer.

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The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
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FOOD COOKER
Tank directly over fire heats quick with little fuel. Safe. Can be placed anywhere a stove can. Very satisfactory. Used for many purposes. Prices low write us
The Steel Trough & Mach. Co. Ltd
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GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

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HARDWARE SPECIALTIES

OUR SPECIALTIES
for this month are: Asbestos Stove Pipe Thimbles, Gas Heating and Cooking Stoves Combined, Four Styles Heating Drums, Air Tight Heating Stoves, "Nestable," Four Styles Ash Sifters, Three Styles Toasters and other good specialties, all Hardware Stores.
THE COLLINS MFG. CO., TORONTO.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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The PARMENTER & BULLOCH CO., Ltd.
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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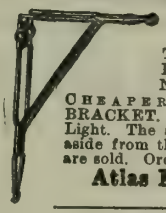
Davey's Patent Windproof Ship Signal Lamps
Ship, Yacht and Boat Fittings of all kinds.
DAVEY & CO., 88 West India Dock Road, LONDON, E., ENG.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

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SKATING RINK SCRAPERS
Will clean the ice off in half the time. Appreciated by rink managers everywhere.
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TOOL HOLDERS
For LATHES and PLANERS
All kinds—All sizes.
ARMSTRONG BROS. TOOL CO.
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Make
ONE POUND
of TOOL STEEL
EQUAL 10 LBS.
in FORGED tools.
Write for Catalog.

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My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
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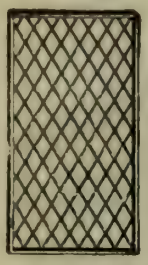
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.
PARTRIDGE & SONS Proprietors

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
General and special Wire Hardware
Write us for prices
New York Office, - 167 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

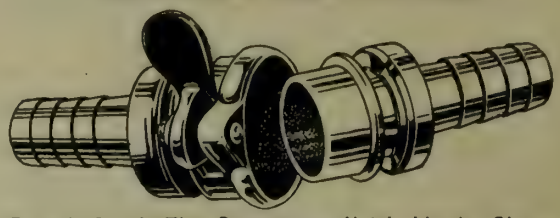
CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.

NOT LIKE OTHER COUPLERS

Entirely different in fact, and by long odds better than any of them. That's why it will pay you to sell

TIME-SAVER HOSE COUPLERS



Big sale for the Time-Saver among Hotels, Liveries, Cheese Factories, Canning Factories, Breweries, Etc.

Send to day for Price List.

The Time Saving Coupler Co., Limited
166 Bay Street - - TORONTO, CANADA

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

Guaranteed Perfect

"DIAMOND" BRAND FITTINGS

No sandholes, no burred threads. Perfect in material, threading and finish. Wholesale only. See that your fittings are stamped with the "Diamond" Trade Mark.

OSHAWA STEAM & GAS FITTING CO., Limited
WHOLESALE ONLY
OSHAWA, - CANADA

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

Canada Foundry Company, Limited

14-16 KING STREET EAST

Montreal, Halifax, Ottawa, **TORONTO, Canada.** **Winnipeg, Vancouver, Rossland.**

MANUFACTURERS OF

Power Appliances of all Kinds

Complete Power Plants, Steam, Gas, or Electric.

The Ideal Duster

IS A MECHANICALLY CORRECT MOP HEAD

Scientifically constructed to close automatically with a firm—almost positive—grip, designed especially for dusting purposes, which, with a yard or two of ordinary cheese cloth

Solves the Polished-Floor Proposition

Supplied through the jobbing trade generally, through whom orders are solicited. For prompt shipments on the moment order through

WALTER WOODS & CO. } Hamilton
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and Montreal and Toronto Jobbers.

TARBOX BROS., Manfrs.
TORONTO, ONT.

British Depot, 2 Hope Chambers, Liverpool
Manfrs. of the Tarbox Self-wringing Mop, Tarbox Pillow-Sham Holders, Etc.

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SAMSON JUNIOR

THERE GOES THE TELEPHONE!

It is a message from Pringle's to note their special lines in ***Telephones and Switchboards.*** All kinds to meet all requirements, in office or home.

Ring up for prices. Westmount 1852.

THE R. E. T. PRINGLE CO., LIMITED

MONTREAL **WINNIPEG**

SELLS ON ITS MERITS

Because it is strong and substantially built—runs very easily, with a smooth, even motion—and washes the clothes quickly and thoroughly, the

"Puritan" Re-acting Washing Machine

sells freely and steadily. Every woman who buys one from you is sure to be pleased—and you know the value of a well pleased customer.

Write for booklet and prices to dealers.

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Catalogue and discount sheet sent on application.

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OFFICE & WORKS
ST. REMI STREET & ACORN AVENUE
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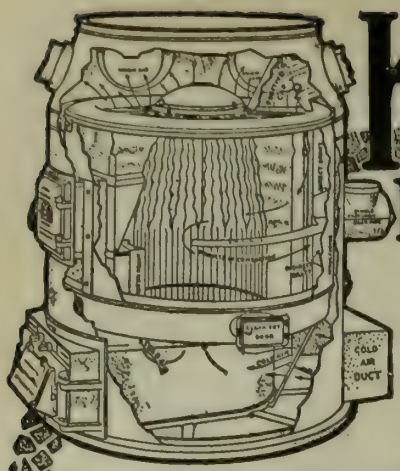


KELSEY HEATING

¶ The Kelsey system of Heating insures a constant circulation of fresh warm air and enough of it for heat and ventilation. The Kelsey Warm Air Generator warms fresh air to a natural and heathful temperature, and forces it into every room in equal proportions.

¶ The whole house is warm and comfortable even though a January blizzard may be howling outside. The Kelsey accomplishes these results, not only in small houses, but in the largest and finest city and country residences, and with the most economical use of fuel.

¶ That is why 30,000 home owners who have investigated carefully have bought the Kelsey.

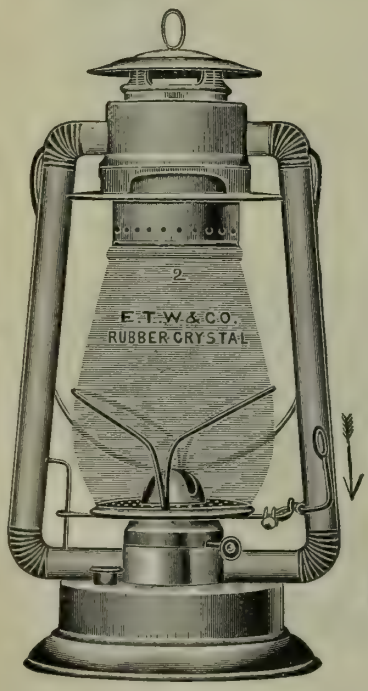
¶ The **ZIG ZAG Heat Tubes** are responsible for the efficiency and economy, and we should like to explain all the other Kelsey advantages to you.

The James Smart Mfg. Co.

LIMITED

WINNIPEG, Man. BROCKVILLE, Ont.

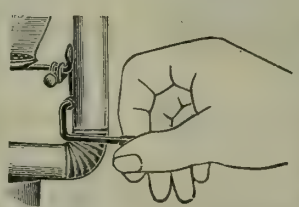
Wright's 1908 New Lift Lantern



This is our **NEW IMPROVED PATENT LIFT**. The most effective lift yet invented.

It is neat, strong and durable, and cannot get out of order.

This lantern is made of the very best material obtainable and has proved to be **SUPERIOR** to every other lantern on the market.



When ordering lanterns, be sure and order the best, and you can only obtain the **BEST** by sending your order to

E. T. WRIGHT & CO., Hamilton, Ont.

SOLD BY ALL THE LEADING JOBBERS

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE

Write for prices, catalogue and samples to

JOBBERS AND

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SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
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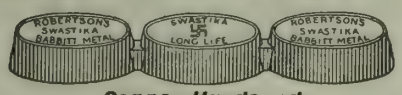
Cement, Coal Tar and Pitch

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG 

LIFE

Copper Hardened

BABBITT

Copper Hardened

LONG LIFE METALS

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *25c. lb.* *Write for Booklet*

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Here's a Good Live Opportunity

for the wideawake hardwareman who will keep an eye on local building trade. STRUCTURAL STEEL is the building material of to-day. The demand for it is continuous. You can help supply the demand with big profits to yourself and satisfaction to the builder by handling our line of STRUCTURAL STEEL. See your local builders and contractors. Our close prices and high-grade material will furnish you with a contract-closing argument. This is a proposition worth while. It's up to you! Do you want the business?

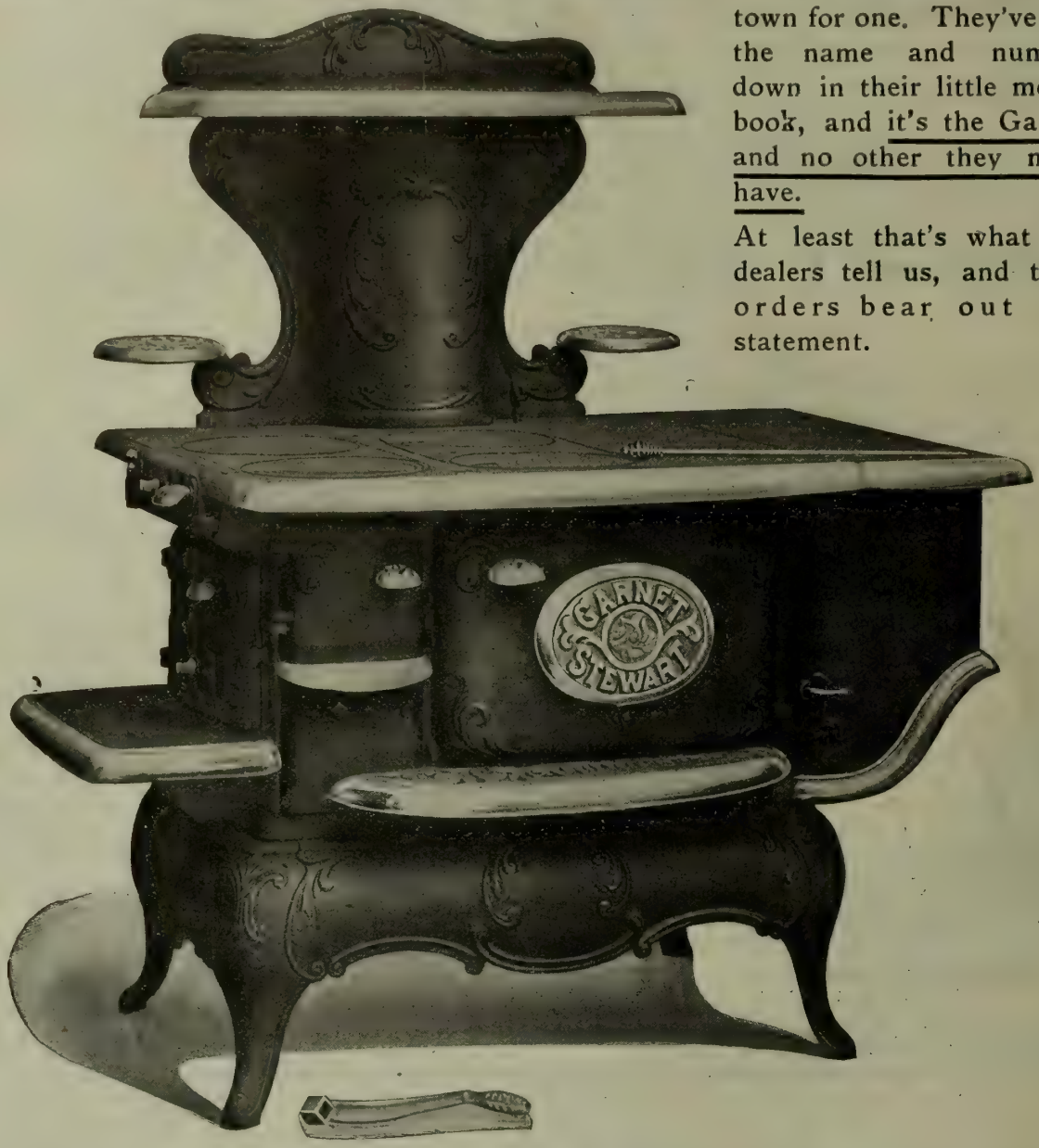
Ask us for information. Your opportunity is NOW.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

The Garnet Good Cheer

In the 20 inch oven size, just added this season, is "making good" in every sense. Our farmer friends see them in neighbors' houses, and off they go to town for one. They've got the name and number down in their little memo book, and it's the Garnet and no other they must have.

At least that's what the dealers tell us, and their orders bear out the statement.



Are You Getting Your Share of the Country Trade?

If not, here's your opportunity.

The 20 inch oven Garnet is made in both four and six hole top, detachable reservoir, fine square oven, large firebox with all cast linings, and no back grate rest to burn out or warp. Front section of top has lever lift, and all nickle is instantly removable.

The price is right too. Look it up in our price list, and if you haven't one, write us.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

Western Branch: James St., Winnipeg, Man.

5 Sizes

Tortoise

(or Quebec Heater)

5 Sizes

Lined from top to bottom with fire brick. No grates to burn out.

This stove, owing to its tremendous heating qualities and low price, has forced its way on the Canadian market, and to-day there are more **Tortoise** sold than all other heaters combined.

These stoves are made plain, or with top nickel bands, swing tops and urns as desired.

DIMENSIONS :

No.	Diam. of Steel Body	Diam. of Brick Inside	Height to Base of Urn	Actual or Shipping Weight
2	9½ inches	7½ inches	27 inches	80 pounds
3	11¼ inches	9¼ inches	32 inches	120 pounds
4	13 inches	11 inches	35 inches	160 pounds
5	15¾ inches	13¼ inches	37 inches	215 pounds
6	19 inches	16 inches	42 inches	290 pounds

NOTE—Our No. 6 is the largest **TORTOISE** made in Canada.

FINDLAY BROS. CO., Limited

Head Office and Works :

Carleton Place, Ont.

Branch House :

309 Elgin Ave., Winnipeg, Man.

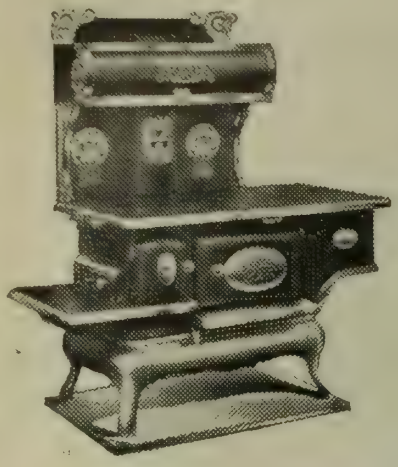
Distributing Warehouses :

220 Eighth Ave. West, CALGARY, ALTA.
In charge of THE. W P. MILLER HARDWARE and HEATING CO.

178 Victoria St., TORONTO, ONT.
In charge of STEWART & CO.

Wholesale Agents :

REVILLON BROS., EDMONTON, ALTA.



You May Guarantee Satisfaction

every time you sell an

EMPIRE QUEEN RANGE

There isn't another iron range on the market equal to it. It is equipped with the latest Duplex Grates, with separate grates for wood, simple and easily interchangeable. A special baking draft forces heat twice around the oven. Castings are smooth, well proportioned and flawless. The deep ashpit is so constructed that no ashes can fall outside the ash-pan. Easily cleanable, handsome nickle trimmings. The Empire Queen heats water quicker than any other range on the market. Made in eight sizes.

Write To-day for our Price List

Canadian Heating and Ventilating Co., Limited

OWEN SOUND - ONTARIO

Selling Agents : Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.

More Money For You And Less For Us

¶ The New Trade Discount now in force on Boeckh's Brushes applies to the general line right straight through—not to odd lots, old stock or samples. There is no "string" attached to the announcement. It is a plain unvarnished statement that admits of no twisting or turning to arrive at a clear understanding.

¶ It means more money for you and less for us. Knowing as you do the unassailable position our brushes hold you (and others) are sure to push them vigorously and that's good advertising for Boeckh's Brushes. We don't forget the value of the increased business—do you?

Write for present discount.

UNITED FACTORIES, LIMITED
TORONTO, ONT.

Boeckh's Brushes

Here's a Fine Seller

A fine big **FARMER'S BOILER** just like the picture in appearance and will boil water in 20 minutes. We have different weights and different sizes and you stand to make good money on the varieties that are suited to your territory.

Ask your **FARMER** friends when they come to the store if they wouldn't like something to save them money as a **BOILER** surely will. First of all write us for information about this boiler.

APPROXIMATE WEIGHT 225 lbs. No. 25: of No. 30, 311 lbs. **WE HAVE 25 GALLON POTS** only, which weigh 51 lbs. No up-to-date farmer can afford to be without one.

The Record Foundry & Machine Co.
LIMITED

Montreal and Moncton

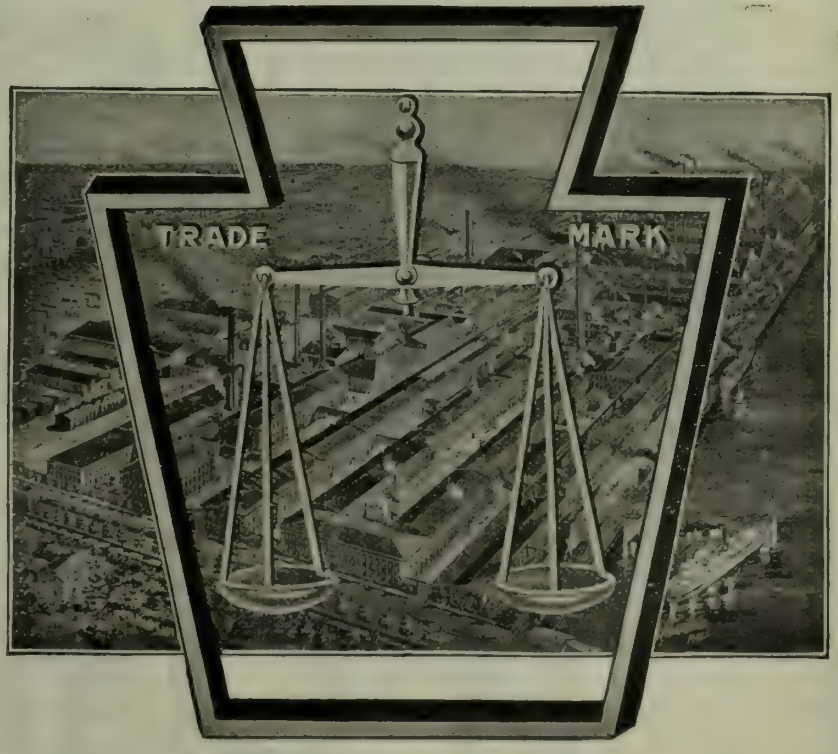
Sales Agencies in Toronto, Winnipeg, Vancouver, Calgary, St. John's, Newfld.

DISSTON

SAWS

BACKED BY THE
DISSTON SAW WORKS
AND BY THE
DISSTON METHOD
of manufacturing

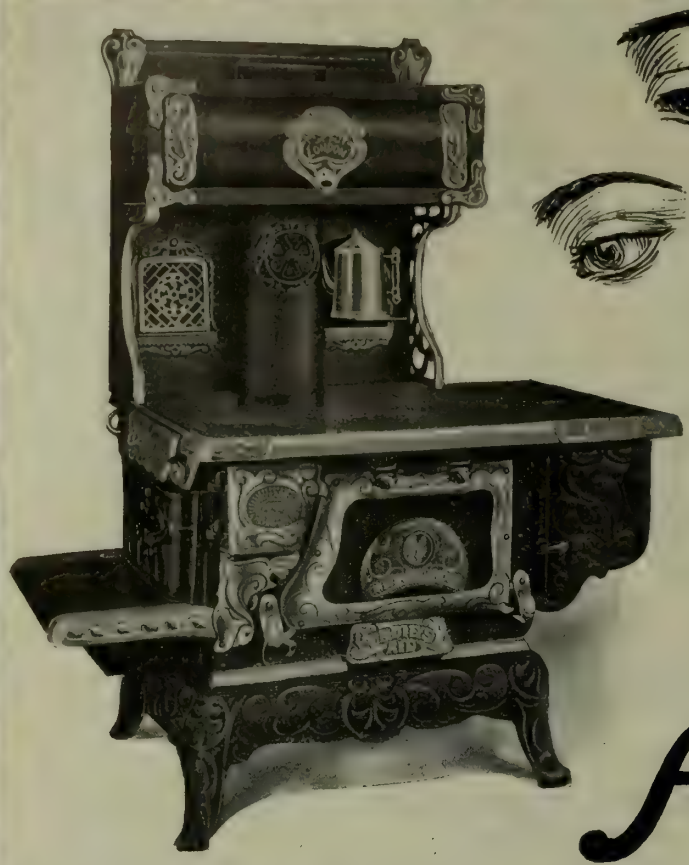
THIS BRAND
ON SAWS AND TOOLS
will continue to be recognized in the future as in the past
SIXTY-EIGHT YEARS
as a guarantee of Highest Quality and Efficiency.



HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO



All eyes on "Ladies Aid"

"Ladies' Aid" has the latest features in stove construction, such as our New Patented Direct Draft operated from the front, which prevents all possibility of operator being burned by rising steam.

A special Ash and Dust Guard is to be found on the front door for directing surplus dust, etc., into the pan. This is an especially valuable feature. In most stoves, ashes or coal dust, accumulating on broiler door ledge, drop down on the hearth, thence are blown to floor.

The oven is 20 x 20 x 12, with a fused aluminized back wall and flue wall. Oven is perfectly ventilated. Extra large hearth and ash pan. Encased detachable reservoir can be attached or detached at any time without use of tools.

Removable Duplex Grate for burning coal or wood.

" Ladies' Aid " is constructed for piping at top or at the back, and thus giving full cooking top, and has four holes, teapot stands and full Nickel Trimmings.

A special expansion top is the preventive against cracking. Sufficient play is given to the lids, etc., to provide for their weathering the heat test of years of service.

"Ladies' Aid" is handsome in the extreme; the beautiful nickel parts and shapeliness of the range, combined with its up-to-date construction, make it ideal for the kitchen.

PUT ONE ON YOUR FLOOR

McClary's

LONDON ***TORONTO*** ***MONTREAL*** ***WINNIPEG***
VANCOUVER ***ST. JOHN, N.B.*** ***HAMILTON*** ***CALGARY***

This GURNEY-OXFORD Stove

Is a Seller — a Seller — a Seller

It Has the looks that will capture the eye.

It Has the practical merits that people want in a really up-to-date base burner.

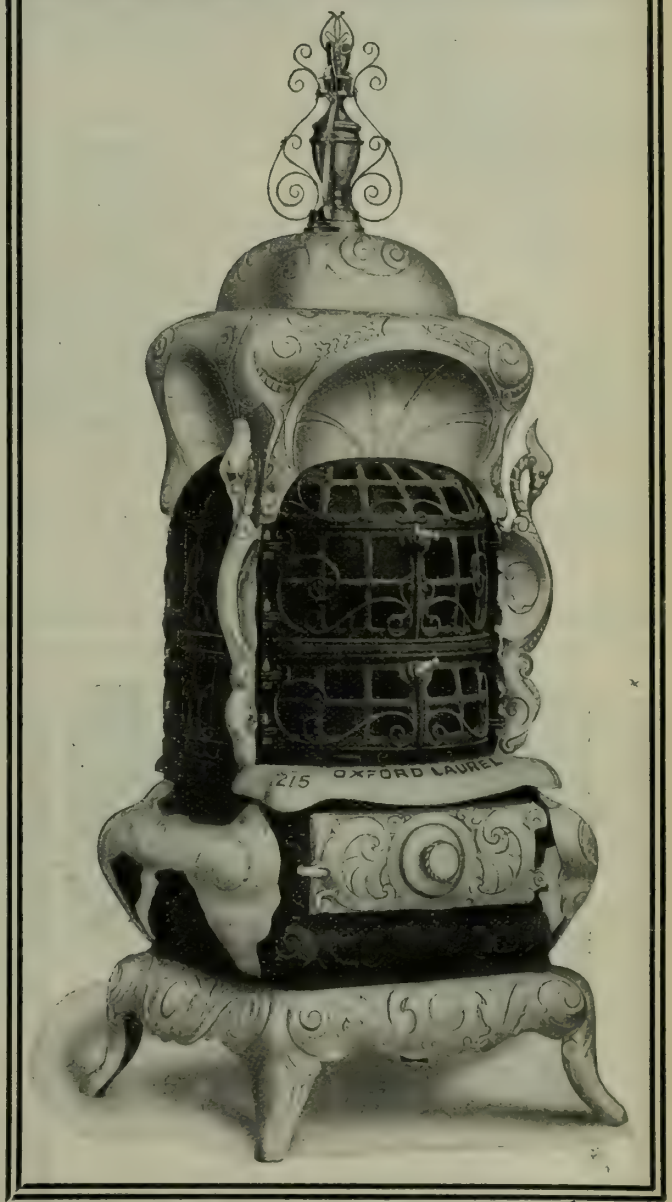
It Is designed and built to satisfy people who want practical value for their money.

And—

the Gurney advertising service makes it certain that the public will, for the dealer's benefit, insure the demand. You can't err in stocking the

Art Laurel

(Picture shows No. 215 of the "200 series.")



It Saves Fuel

The Art Laurel has NO FLUE STRIPS. The whole of the heat circulates in one undivided sheet, being unchecked by any sharp turns; and it moves in one direction only. This assures freer draft, better heat circulation and MUCH MORE HEAT radiated from the base to the floor of the room.

It Heats Strongly

The hot air circulating flue takes the cold air from the floor, passes it to the back flue and then to the top outlet, in one very strong, very hot column of heat.

You can safely recommend the Art Laurel as offering the very BEST system of quick and cheap house-heating. It will satisfy your customers in EVERY way.

Made in two series, four sizes, with parlor oven, if required, in either style. Duplex grates, extra big, extra deep flues. Extra powerful double heater, to heat room above if desired. Nickel parts all readily removable.

Send for catalogue and terms.

Stock this heater NOW.

The Gurney Foundry Co., Limited, Toronto

Stocks at Montreal, Hamilton, London, Winnipeg, Calgary, Edmonton, Vancouver

Twenty-Five Dollars in Prizes to Hardware Merchants and Clerks.

With Christmas rapidly approaching merchants and clerks have their brains at work preparing plans and working out ideas for selling holiday goods. To encourage a spirit of friendly rivalry the editor of Hardware and Metal again offers a number of prizes for competition amongst hardware merchants and clerks in Canada as follows:

For the best selling window display shown in a city over 10,000 population, $5 in cash.

For the second and third best displays—two copies "Hardware Window Dressing," retailing at $5.

For the best display in a town or village under 10,000 population $5 in cash.

For the second and third best displays—two copies of "Hardware Window Dressing," retailing at $5.

For the most effective newspaper advertisement, $5 in cash.

Conditions.—Displays and advertisements must be of Christmas goods sold through hardware stores, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods and special holiday lines. The editor, with the help of capable judges, will decide the winners. Additional prizes will be given if entries of special merit are received, while in the absence of competition in any one section, the prizes will be transferred to another where the entries are more numerous. Photos, etc., should be mailed by Jan. 1, 1909.

Address "The Editor,"

HARDWARE AND METAL

10 Front Street East, Toronto

THE LARGEST

HOCKEY STICK

Manufacturer in Canada

The BEST and CHEAPEST Stick on the market.

Salyerd's Special

Takes the lead through Canada and the United States.

Wholesale and Jobbing Trade only supplied.

Manufactured by

E. B. SALYERDS,

Preston, Ont., Can.

Please note the address.

FOR SALE BY TENDER

THE "C" BRAND HORSE NAIL WORKS

Operated for "over forty years" by

THE CANADA HORSE NAIL COMPANY

MONTREAL

Tenders will be received, either en bloc, as a going concern, separate lots, or single parts, by the undersigned up to noon Saturday, December 5th, 1908 for the Plant and Machinery, Nails, Nail Rods, Rolling Stocks, etc., of the above well-known concern, the shareholders having decided to retire from business. The factory is fully equipped and in thorough repair. The sale will include the Charter and Trade Mark of the **"C"** Brand which has stood for the last forty-three years as the sign of perfection in Horse Nails.

Inventory

Plant and Machinery, including sixteen Hot-forging Nail Machines ("Dodge" process) and thirteen Rolling Machines, ten Pointers and Clippers. Power Hammer, Smith's Forges, Blowers, Tool Scales, etc.

Machine Shop equipment including Drill, Lathes, Planer Tools. Power Plant, including Hydraulic 48-in. Turbine Wheel, Horizontal Engine, two Boilers, Water Feed Heater, Shafting, Pullies, etc.

Appraised by the C. A. & A. Co., January 1, 1908	54,738 17
Office Furniture, Desks, Cabinets, Safes, Remington Typewriter, etc., Time and Watchman's Clocks	755 18
Horse, Lorry, Scotch Cart, Sleigh, Harness, etc	469 20
Stock of Factory Supplies including Anthracite Coal, Lubricating Oil, Castings, Bolts, Screws, Files and Sundries	1,448 32
Stock best Swedish S.M. Steel, Nail Rods, about 95 Tons assorted. (Sizes 32/100 x 18/100 to 42/100 x 24/100	5,097 72
Stock **"C"** brand Horse Shoe Nails, about 2500 Boxes, well assorted, Countersunk and Oval Head Patterns	4,848 80
Office Supplies, Stationery and Blank Books, etc	
	$67,357 39

The highest or any tender will not necessarily be accepted.

The Plant can be inspected at 129 Mill Street.

For information apply at the office of the undersigned, 211 Coristine Building, Montreal.

F. W. SHARP, C.A.,
Liquidator.

Mistakes. Oh, yes! We make them but we try very hard not to make the same mistake twice. You may have been offering your customers another make of pumps and we suggest that you get right by adopting

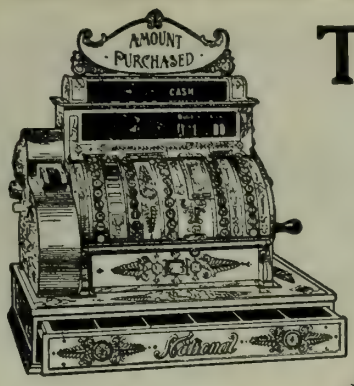
McDOUGALL PUMPS

which are Standard Pumps, and you will prevent that repetition of mistake.

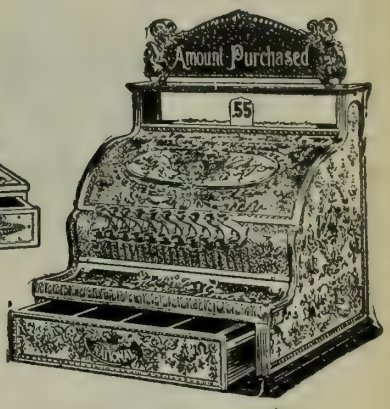
Our Catalogue explains

The R. McDOUGALL CO.

Galt, Canada LIMITED



They Pay !



Ask the Man Who Has One !

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

We installed 1,420 Square Feet 3-WAY Sidewalk Prism in Sidewalk in front of above building.

JOHN D. ATCHISON
ARCHITECT
Bank of Toronto Building, Winnipeg.

The Hobbs Manufacturing Co. March 31st, 1908.
Winnipeg.

Dear Sirs:
In reply to your enquiry, I would say that the 3-Way Prisms installed by you in the sidewalk in Front of the Fairchild Building, in this city, have proven in every way salisfactory.
I have no hesitancy in giving them my best recommendations.
Yours very truly,

Dict. J. D. A. John D. Atchison.
Steno. N.

3-WAY SIDEWALK PRISM

¶ Are you aware of the great saving in light bills which are a direct result of installing our sidewalk Prism? You do not experiment when you instal our Prism as it has been proven beyond doubt that the results will be highly gratifying to you. WRITE for full particulars, we will be pleased to send you names of satisfied customers and copies of recommendations received from them.

THE HOBBS MANUFACTURING CO. Ltd.,

TORONTO LONDON WINNIPEG

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope **Transmission Rope** **Bale Rope**
Sisal Rope **Hide Cord** **Lath Yarn**
Clothes Lines **Leather Cord** **Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

Rotors pull out over dish so that the meat drops into the dish and not on the floor.

Dana
Food Choppers

The only Food Chopper not sold by catalogue houses, and advertised big in home papers.

By giving complete and lasting satisfaction to your customers, Dana Food Choppers help your *general sales.*

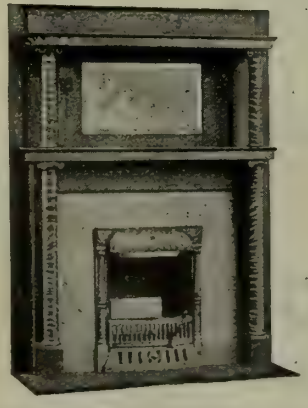
ASK YOUR JOBBER

THE DANA MFG. CO. Cincinnati, O.

The Freezer the Women want

Dana Peerless Freezer
Write for catalogue

Dana Mop Wringer takes a woman off her knees.



WE HAVE A CATALOG SHOWING THE

Most Complete Line of Mantels

in Canada. All kinds of designs, every one of them artistic and thoroughly pleasing. Made in all kinds of finishes, too; solid, substantial, workmanship guaranteed. You cannot help but get the bulk of the local business in this line if you are showing our goods.

Catalogue and Prices on Request

The Barton Netting Company, Limited

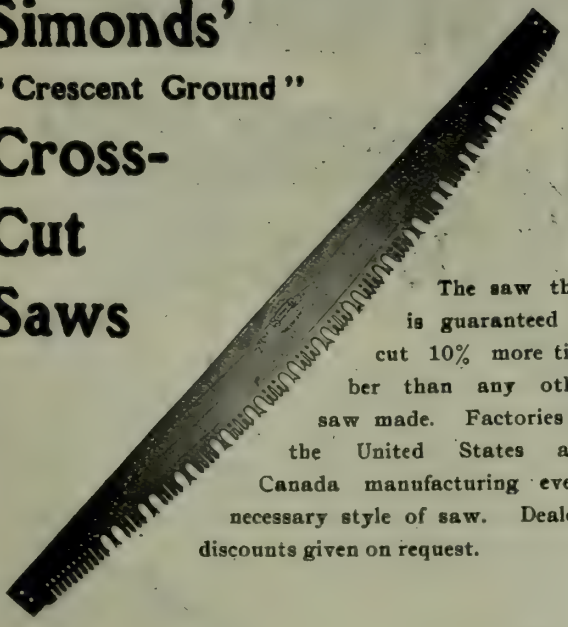
38 OUELETTE AVENUE, WINDSOR, ONTARIO

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Vancouver, B.C. St. John, N.B.

Bone Cutters

This is a favorite size. We make other sizes, from

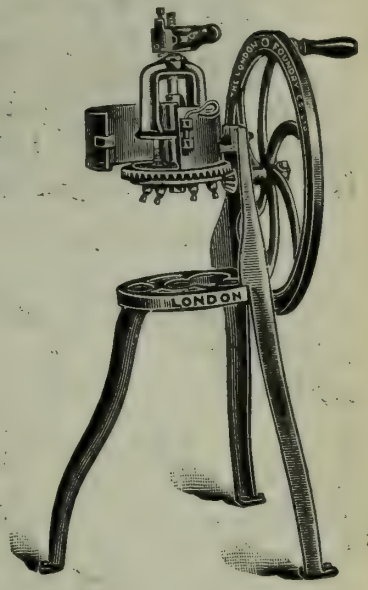
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Howland Pump Oilers

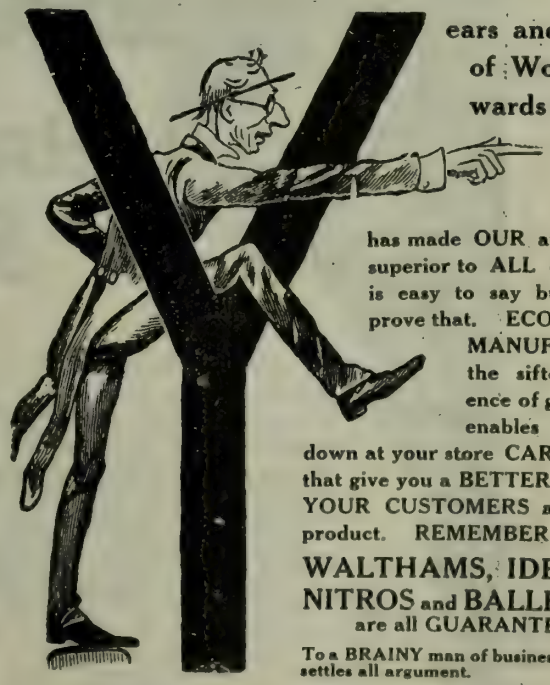
For sale by all Jobbers in Canada.

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U. S. A.

Established 1820

F. JOYCE & CO., LTD., LONDON, ENG.



ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE, the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

For F. JOYCE & CO., LONDON, ENG.

"NEVERSLIP ANCHOR WEDGE"

It matters not whether the handle is old and shrunken, or new and green, the "NEVER-SLIP" will make it as secure as if it were part of the head itself—virtually one piece with the metal.

Tools with a firm handle perform their work better, last longer and give better satisfaction

Used by many of the largest hammer and hatchet manufacturers.

Anchors firmly at any point it stops.

Made in many sizes.

Send for terms and prices.

NEVERSLIP ANCHOR WEDGE CO.
AUBURN, N.Y.

Canadian Representative, W. F. Canavan, 13 St. John St., Montreal, Canada.

Star Safety Razor

(The Pioneer)

is conceded by practical cutlers, and millions of users to be the **best Safety Shaving device in the world.** It is in a class by itself, being the **only Safety Razor** having an extremely keen **blade** that is made from double refined Sheffield steel that will **last for years** with practically no expense. It will pay dealers to stock **Star Safety Razors,** for with every sale they make a friend and customer. Why? Because they are giving value for money invested and selling an article that will positively give satisfactory results. (Over seven million have been sold in the past thirty years.)

Write for catalogue and export quotations.

Canadian Representative:
W. R. B. LESLIE
6 St. Sacrament St.,
Montreal, Canada.

KAMPFE BROTHERS, Mfrs.
8-10-12 Reade St.,
New York City, N.Y.

When You Sell Clipping Machines Sell the World's Best

They cost you less than cheaply constructed imitations and give a lot more satisfaction

This Stewart No. 1 Ball Bearing Clipping Machine

is made with cut steel gears (not cast) hardened file hard and running constantly in oil; the highest grade flexible shaft and the world famed Stewart one-nut tension clipping knife.

We guarantee that it must please the man who gets it better than any other machine made, or it can be returned to us for refund of all money paid out including transportation both ways

All Leading Jobbers in Canada Have It

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Ave., Chicago

ARMSTRONG TOOL HOLDERS

The World's Standard

Lathe and Planer Tools

Make one pound of Tool Steel equal ten pounds used in Forged Tools.

Save all Forging and 70% Grinding.

Catalogue free. Tells other advantages of our system.

Armstrong Bros. Tool Co., "The Tool Holder People," **106 N. Francisco Ave., Chicago, U.S.A.**

Imitations are Unsatisfactory—Infringements are Unlawful

Push The "GILLETTE" FOR CHRISTMAS !

It Will Pull in Dollars for You

HAVE you thought of the possibilities in GILLETTE Safety Razors for the next six weeks? Retail dealers' profits on GILLETTES this Christmas season will run over a quarter of a million dollars. Are you getting after your share?

The Gillette Company backs up its retailers by spending every year in advertising a sum larger than the gross sales of all the other safety razors in America. Part of this is spent right in your locality, and there are very few people within reach of your store who do not know about the GILLETTE and want to buy it for themselves, or for husbands, brothers or friends.

But—do they know you sell it?

The harvest is waiting. You can reap it by identifying your store with the GILLETTE. Don't wait for people to enquire for it. Display the Razors—the Combination Sets—the "New Process" Blades—in your windows and on your counters. Tell your clerks to show them and suggest them as Christmas presents to shoppers.

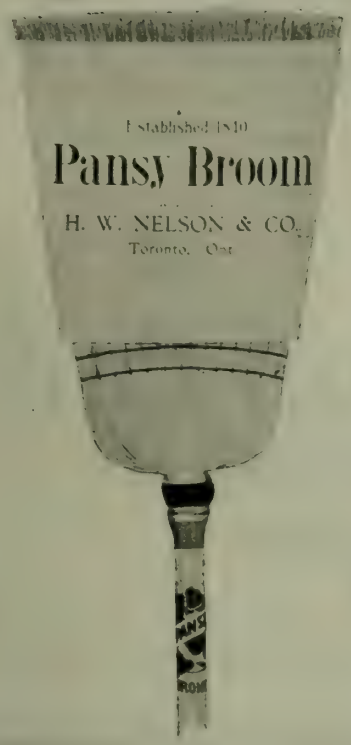
From a box of "New Process" Blades at $1.00 to an expensive Combination Set there's a GILLETTE present for every purse.

Gillette Safety Razor Co. of Canada, Limited

Canadian Office and Factory—63 Alexander St., Montreal

ESTABLISHED 1840

It's Quality Pure and Simple that Sells the



"Pansy Broom"

We can sell you cheaper brooms if you want them; but there's more money for you and more satisfaction for your customers in selling the Pansy—the broom with the

Attractive Individual Wrapper.

Buy them from the makers.

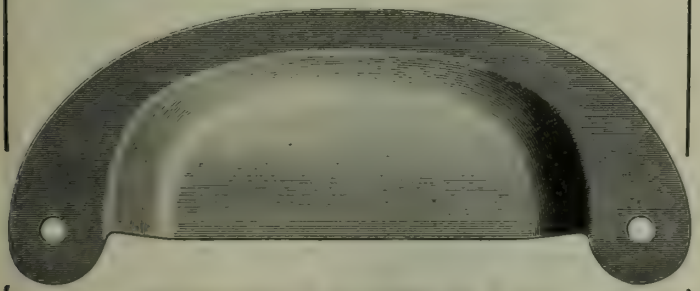
H. W. Nelson & Co., Ltd.

Toronto

Save Money

—IN—

Drawer Pulls



SEND FOR SAMPLE AND PRICES.

WE ALSO MAKE THE

Celebrated Shelby "Champion" Double Acting Spring Floor Hinges

The Standard Mfg. Co.

SHELBY, OHIO., U.S.A.

"STARR" TUBE HOCKEY SKATES

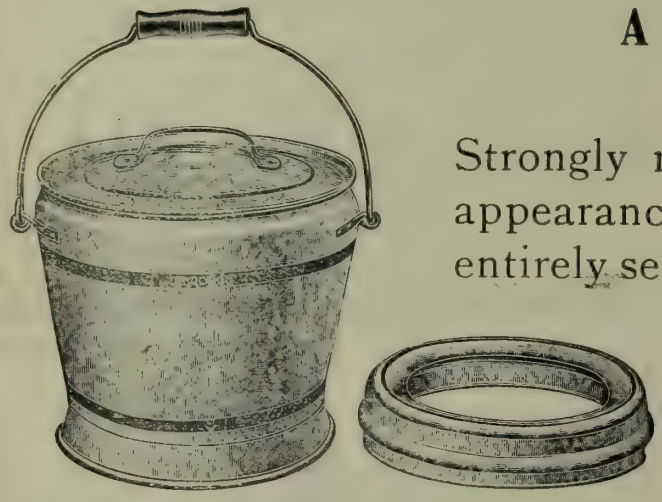
Tube Skates are exceedingly useful on hard ice. They are very fast, and the player who favors them will not be disappointed at the rate of speed they will carry him. "Starr Tube" Skates are made in the way that all Starr Skates are made—made right. The dealer who stocks Starr Skates can be assured of the highest skate quality. Write for catalog.

Branch Office, TORONTO, ONT.

STARR MFG. CO., LIMITED

Works at DARTMOUTH, N.S.

The "Western" Slop Pail



A Modern Sanitary Pattern

CAPACITY—16 QUARTS

Strongly made and attractively neat in appearance. Cannot leak, as body is made entirely seamless, with an extra heavy coat of galvanizing, and is finished by being neatly banded with stripes of bright red.

Can be sold either with or without commode attachment

Ask our travellers about it and try a sample dozen

You'll find them trade winners

MADE BY

The Thos. Davidson Manufacturing Co., Limited

Montreal and Winnipeg

UNITED STATES STEEL PRODUCTS EXPORT CO.
MONTREAL, QUEBEC

EXPORTERS OF THE PRODUCTS OF

CARNEGIE STEEL CO.
LORAIN STEEL CO.
AMERICAN BRIDGE CO.

ILLINOIS STEEL CO.
NATIONAL TUBE CO.
WESTERN TUBE CO.

AMERICAN STEEL & WIRE CO.
TENNESSEE COAL & IRON CO.

STEEL PRODUCTS OF EVERY DESCRIPTION

PLUMBING SUPPLIES and STEAM SPECIALTIES

HOW MANY of your clients are satisfied with the Bibb Cock or "Water Tap" you supplied them?

HOW MANY of these taps are continually leaking, requiring new washers every little while?

HOW MANY would be willing to pay a little more and get a good reliable tap that would relieve them of this "Water Tap" annoyance?

J.M T. Cushion Disc Bibbs

will do it. They're made upon a principle that makes them last. They don't get out of repair. Many plumbers use them almost exclusively.

J.M.T Cushion-Disc Bibb Cock
The Water Tap that Lasts

J.M.T. Cushion-Disc Compression work is made in Sink Bibbs, Laundry Bibbs, Basin Cocks and Double Bath Cocks.

Try them on your best work.

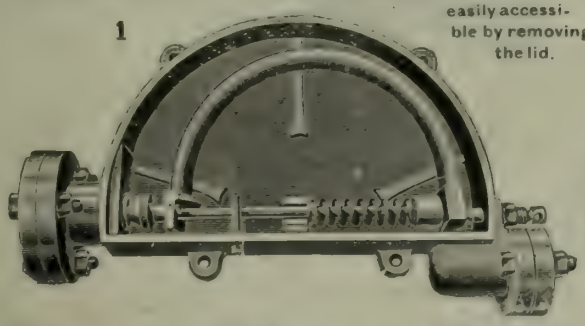
A Good Steam Trap

soon saves its cost by the amount of steam it prevents from going to waste.

Steam means Fuel Fuel costs Money.

The **"Heintz Steam Saver"**

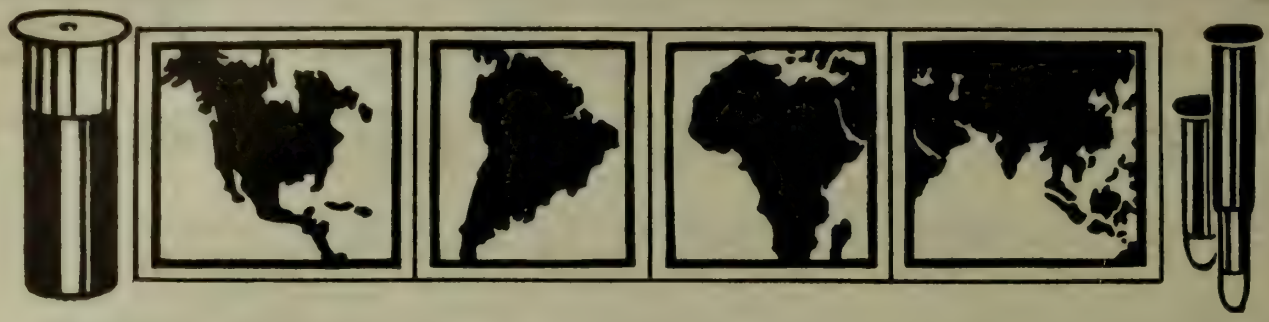
operates upon the thermostatic principle. It works under any steam pressure. Can be placed in any convenient location. Contains few parts which are easily accessible by removing the lid.



The Heintz Steam Saver combines great efficiency, has large capacity, operates at a variation of one degree of temperature. Special valve metal where wear is most severe.

Send for Circular

The James Morrison Brass Mfg. Co., Limited, Toronto



BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.)

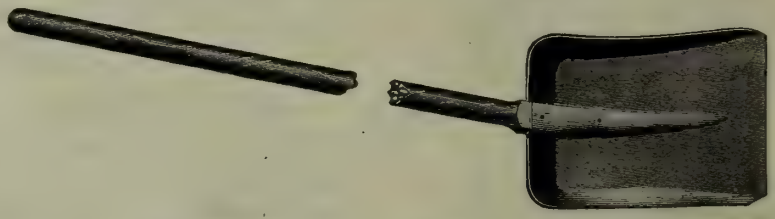
Dominion Cartridge Company, Limited, Montreal

Kemp's Arctic Snow Shovels

HEAVY.—STEEL BLADES

Blades stamped from heavy steel, and securely fastened to the handles by two bolts, which pass through straps of steel beneath the handles. Light, strong and durable.

EQUALLY SERVICEABLE IN BARN OR STABLE



Size	Boys'	Large
Japanned, inches	10 x 8	14 x 13½
Galvanized, "		14 x 13½

Prices and discount on application.

Put up ½ dozen in a bundle

KEMP MANUFACTURING CO.

Corner Gerrard and River Streets, Toronto, Canada

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

Canadian Wholesale Hardware Association.—William Starke, Montreal, president; D. H. Howden, London, vice-president; A. Jeanotte, Montreal; W. J. Lawson, S. R. Kennedy, Toronto; J. G. Lewis, Montreal; A. Prudhomme, Montreal, directors; James Hardy, Toronto, secretary-treasurer.

Maritime Wholesale Hardware Association.—W. G. Robertson, Halifax, president; W. S. Fisher, St. John, vice-president; George C. Weldon, St. John; John A. McAvity, St. John; John M. Robertson, St. John, executive.

Hardware and Metal Association of British Columbia.—John Boyd, Vancouver, president; J. A. Cunningham, New Westminster, vice-president; John Burns, Vancouver, secretary-treasurer.

Alberta Hardware Merchants' Association.—John Drewe, Calgary, president; R. L. Gaetz, Red Deer, first vice-president; J. Dowcett, Edmonton, second vice-president; L. W. Kribs, Frank; C. W. Marshall, Nanton; W. G. Stafford, Lethbridge; A. E. Clemens, Sedgwick, and C. W. Hislop, Carstairs, executive committee; A. T. Linton, Calgary, secretary-treasurer.

British Columbia Hardware Dealers' Association.—Charles Snell, Vancouver, president; J. Stearman, Vancouver, vice-president; Messrs. Lusby and Blakely, New Westminster, and Henderson, Vancouver, executive committee; Wm. J. Butt, Vancouver, secretary-treasurer.

Ontario Retail Hardware and Stove Dealers' Association.—J. R. Hambly, Barrie, president; D. Brocklebank, Arthur, first vice-president; A. Ballantyne, Brantford, second vice-president; John Caslor, Toronto, treasurer; W. G. Scott, Mt. Forest; J. Walton Peart, St. Mary's; D. Cinnamon, Lindsay; R. C. Chown, Bieville; W. H. Richardson, Essex, and J. R. McMillan, Guelph, executive committee; Weston Wrigley, Toronto, secretary.

ALL BRANCHES OF TRADE MEET.

It will be remembered that at the recent gathering of the Canadian Wholesale Hardware Association, one of the guests, Secretary Fernley, of the American Wholesale Hardware Association, endorsed a suggestion that steps be taken to establish a joint committee of representatives of the Wholesale and Retail Hardware Associations. It is well known that a similar committee in the United States has done splendid work of benefit to all branches of the trade in that country. To show what is being done across the line the following from the Iron Age regarding the annual conventions being held this week, is of interest:

"This week at Memphis, there will be a most important gathering of the hardware trade, as the American Hardware Manufacturers' Association, representing the makers of hardware, and the National Hardware Association, made up of nearly 200 prominent distributors of hardware, hold simultaneous conventions and meet in various ways in joint session. There will also be, in accordance with recent custom, a delegation from the National Retail Hardware Association, who will be the representatives of many thousands of retail merchants. Delegates, more or less formally accredited, will doubtless be present from other organizations connected with the different branches of the trade. Taken all in all, it will be a great gathering and should accomplish something for the advantage and advancement of the trade. Each of the great associations thus brought together in related, though separate meetings, has important questions concerning the policy to be pursued with a view to promoting the welfare of its members, but at the same time it should be mutually advantageous to discuss in a reasonable and fraternal spirit any matters in which there is difference of opinion or clash of interest. While the members of one of the associations are in general the customers of the other, it is gratifying to chronicle the increasingly dignified and independent spirit which characterizes the relations of the two bodies."

J. C. DOWSETT, Edmonton,
Second Vice-President Alberta Hardware Merchants' Association.

ONE OF ALBERTA'S OFFICERS.

The Alberta Hardware Merchants' Association, which is to hold its annual convention early in the new year, is doing splendidly for a young organization, being equipped with an aggressive set of officers. One of these is J. C. Dowsett, secretary-treasurer of Ross Bros., Limited, Edmonton, he being second vice-president of the association.

Mr. Dowsett was born in London, Eng., coming to Canada in 1886. A year later he entered the employ of Mulholland Bros., Winnipeg, and in 1889 joined the staff of J. H. Ashdown & Company, remaining with this firm at their Calgary branch for about nine years. He then, in 1898, moved north to Edmonton, and has progressed until he is now, in addition to his connection with Ross Bros., president of the Edmonton Wholesale Hardware Association and first vice-president of the Edmonton Board of Trade.

With capable men, of the stamp of Mr. Dowsett, at its head, the Alberta Association ought to have a long and useful career.

ENDORSES MANITOBA ASSOCIATION.

Campbell & Ferguson, Waskada, Man., write favoring the formation of an association in that province and expressing a preference to seeing it organized along purely provincial lines as in their opinion the old association took in too wide a territory.

BOTH RECOGNIZED A GOOD THING

The following letter from the Robertson Hardware Co., Toronto, is interesting reading, showing how lightning (in the form of the recent association circular letter) struck twice in the one spot:

"You have ere this received two applications for membership in the Ontario Retail Hardware Association from our firm, one signed by W. Robertson the other by G. B. Robertson, being father and son. We, of course, require only one membership, as each sent the application, not knowing the other had done so. They both apparently recognized a good thing when they saw it. Kindly return one of the applications with the remittance of $4 for membership and collection forms."

"IT PAYS TO BE THERE."

W. F. Macpherson, Prescott, Ont., has written the Secretary of the Ontario Retail Hardware Association as follows:

"While I have only used the Association collection department forms in a very limited way, I must express satisfaction at results obtained. Within 30 days I have realized 40 per cent. of accounts sent out, in cash, as well as arranging for payment of others, which will show 75 per cent. of accounts paid. These letters I have only sent to those who showed no inclination to settle their accounts. I consider your forms are alright. I expect to see you at annual convention, and hope we may have a large gathering of the hardware dealers of Ontario. It pays to be there."

The assets of Wm. Earl, paints, Cobalt, Ont., have been sold.

Silverware and Cut Glass Trade

Many Merchants Handle Cut Glass and Hollow Ware, While Others Confine Their Attention to Cutlery—No Reason Why Hardwaremen Should Not Push These Goods, Especially in the Holiday Season.

The rapidly approaching Christmas season naturally brings to mind the subject of suitable gifts, and the manufacturers of silverware, cutlery and cut glass are exceptionally busy. Several of the Toronto factories are running overtime in order to keep pace with the demand for their goods.

This is another evidence of the revival of good times and establishes the fact that the financial depression is speedily passing. The outlook is most hopeful and in chats with a number of representative firms not one word of complaint was heard with the present condition of affairs or the prospects for the future. Cut glass, fine cutlery and silverware are counted luxuries and, if times were really dull, dealers would not be placing heavy orders to replenish stocks. No better barometer of general conditions is furnished than a tour of the factories engaged in these lines.

While nearly all hardware men handle flat ware the question naturally arises why more of them do not go in for hollow ware on which there is a good profit. Instead of entering this field they allow the druggist, the jeweller and the fancy goods dealer to come along and take what should form part and parcel of the stock and business of every well regulated and up-to-date hardware establishment. True, an increasing number are taking up this branch each year, but the proportion is still too small. Hollow ware can be handled at a good margin and yet the majority of dealers are not inclined to take the step. When the matter is drawn to their attention they admit all the force of the arguments brought to bear on the subject, and say they will give it their serious consideration, but there the question appears to end.

Some Neglect Trade Opportunity.

One manufacturer summed up the situation in the following words: "All that the dealer has to do is to purchase a show case, or a silent salesman and put in a stock of a few hundred dollars' worth of goods, and in a few weeks the profits on his sales will more than pay for the show case. Many of them cannot see it in this light. They probably have bought a small stock, and have not put it under glass; the silverware has tarnished and they have given the thing up as involving too much work. Of course, it requires a little care, the same as any fine class of wares, but the trouble of handling is after all very light. The trade in the west is more alive than that in Ontario, and more dealers in Western Canada are constantly going in for this line of stock. I do know that, where hardware men in Ontario have put in a representative stock, they have had excellent results. I could name you half a dozen dealers who sell more flat ware and hollow ware in their respective cities than all the jewellers put together, thus showing the possibilities and profits of these lines if given attention and taken up seriously. There should be no going at it in a half-hearted way but as a matter of business and right. The average person when desiring cutlery does not go to the jewellery store, and why should they go there for their sterling or plate goods. Yet they are doing so in large numbers and hardware men have only themselves to blame for the existing state of affairs. The same remarks apply with almost equal force to the cut glass products and other lines which might be mentioned."

The Cut Glass Outlook.

The Gundy, Clapperton Company, Toronto, when a visit was paid to their factory by a representative of Hardware and Metal, were found running with a full force of employees and no more could be taken on. Mr. Clapperton stated that they are now at their limit of capacity and had many orders ahead. The goods which they are turning out this season are not so expensive on the whole as last year, the average price of each piece being from $5 to $7; while in 1907 special lines of cut glass bowls were two or three dollars higher, of which they made a specialty. The Gundy, Clapperton people do not sell to many hardware men, as they have never gone after them, but cater more particularly to jewellers. Mr. Clapperton saw no reason whatever why hardwaremen should not handle cut glass to decided advantage, and thought it was a perfectly legitimate line for them to undertake. Speaking of the development of the industry in the Dominion he said that five years ago there were only forty-two glass cutters in Canada and to-day there are two hundred and forty, so marvellous has been the expansion. This was the best evidence that the trade was going ahead and that wedding and holiday presents were more and more consisting of cut glass. Mr. Clapperton visited New York and other American cities this month in search of ideas for next year. Work on the new designs will not be begun until the first week in January.

The actual process of cutting glass, as exemplified in the Process Building at the Toronto Exhibition," said Mr. Clapperton, "has given our firm a wide reputation and made the public appreciate the value and worth of cut glass. They now have some idea of the work and expert nature of the art and believe that the product is not high priced when such care, skill and expertness are required in the cutting. The education has done much good and corrected many wrong impressions. Formerly some people had no idea of how glass was cut and thought that it was heated and stamped with dies, or something of that sort. They know now that it is a science and means labor, high priced stone wheels and work requiring infinite pains in its execution."

The Silverware Trade.

Regarding silverware and its outlook, the Standard Silver Company, Hayter Street, Toronto, are exceptionally busy and are working overtime in certain departments. W. K. George said that dealers who had been afraid to stock up, had let their supplies run low and were now demanding that their orders be placed and filled at once, forgetful of the fact that the capacities of the factories at this season of the year are limited and only a certain amount of work can be done within the time alotted. The business of last month was equal to that of last October and the financial depression appeared to have passed. The Standard Silver Company have just issued a large and handsome new catalogue embracing many new and fetching designs which they are sending to the trade. Mr. George said that a number of hardware men handle their hollow ware and he saw no valid reason why more should not do so. It was a good line to carry and there was a good profit for the trade. The goods were fully one-third new in design this year and some of the latest creations are very fascinating in conception and workmanship.

The Toronto Silver Plate Company, King Street west, Toronto, reported that they were running overtime. Mr. Gooderham said that their factory had not closed down at any time this year except on holidays. The only slackness was during the latter part of last December, but now they were working overtime in several departments.

"We find," continued Mr. Gooderham, "that the public are to-day buying a superior class of goods and that the market for sterling products, of which we make a large amount, has increased during the last five years by fully one hundred per cent., while the demand for plated ware is evidenced by the fact that we turn out goods much more costly than we did a few years ago. In fact, if I were to compare prices then and now you would find that the people are purchasing a very superior make of silverware. Many a family buys sterling so as to have something valuable and artistic to hand down to their children. They realize that it is money well invested. We manufacture more goods to-day in sterling than ever and the craze for the cheaper grades of plated ware has passed. The term "quadruple plate" has been dropped by all the large factories, as it was found that it was much abused by unscrupulous persons in order to mislead the public and foist inferior articles on the credulous. The stamp of a reliable firm is now regarded as a sufficient guarantee by the public. The present Gold and Silver Marking Act is a good one for the protection of the public and no one is allowed to guarantee any article

to wear or last for any specified time. This provision has shut out the trash by which the public was led to believe by a dealer or manufacturer that the goods were guaranteed for ten or twenty years. Cheap stuff was palmed off on the public, warranted for so many years, whereas the maker, perhaps, at the end of the first year, might be out of business and out of the country. The regulations as to sterling, roll plate and electric plate are now very definite and the penalties for their violation are heavy." Mr. Gooderham said he believed that more hardware men could profitably handle silverware, both sterling and plated, with good profit. In the West they were going in for it in increasing numbers.

A Toronto retail dealer informed Hardware and Metal that they had carried a heavy and varied stock of hollow ware and flat ware for years and were well satisfied with their experience. They would not think of dropping these goods. They were convinced that good silverware could be handled and sold by the trade equally as well as by jewellers.

HORSE NAIL PLANT FOR SALE.

The shareholders of the Canada Horse Nail Company, Montreal, having recently decided to go into voluntary liquidation in order to dispose of the business as a going concern, F. W. Sharp, chartered accountant, Montreal, was appointed liquidator. Tenders are now being invited for the sale of business, including the plant, machinery, nails, nail rods, rolling stock, and the charter and trade-mark of the "C" brand, which has gained such a high reputation during the last 43 years.

NEW LOOSE LEAF COMPANY.

A new loose leaf company has recently started business in Ottawa, the Lowe-Martin Company, 12 Albert Street. The new concern has just completed the installation of an up-to-date plant for the manufacture of loose leaf systems. They are now doing all kinds of general printing and bookbinding, as well as turning out some very fine loose leaf systems. E. D. Lowe, one of the partners, has been in the printing business for 26 years, while T. H. Martin is a practical bookbinder of 27 years' experience. Both gentlemen were connected with the Rolla L. Crain Company, Ottawa, the former for four and a half years as sales manager, and the latter for five and a half years as superintendent of their factory. Both are popular and their friends will be glad to see them go ahead.

COLLAPSIBLE STEP-LADDER.

W. J. Blundell, Brooklyn, N.Y., has invented a step-ladder which collapses into about half the space usually occupied by the ordinary step-ladder. The ladder is strongly built, but has the advantage of being stored away in a very small space.

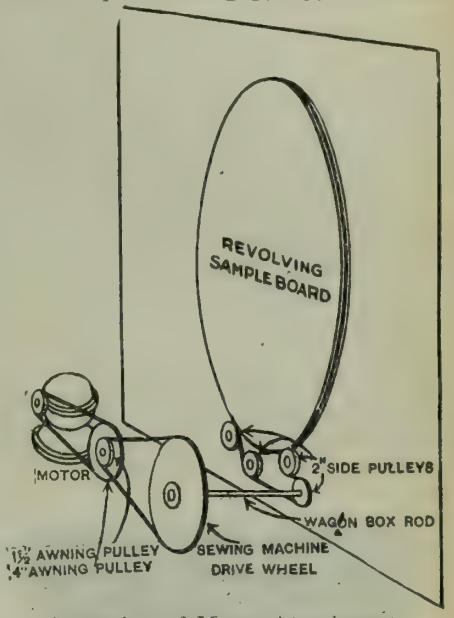
Window and Interior Display

Frequently requests have been made by readers of Hardware and Metal for a book on dressing hardware windows. Until this fall, however, there was no book or publication which could be referred to as doing more than Hardware and Metal itself in showing illustrations of good displays and suggesting how displays could be arranged. In "Hardware Window Dressing," published at $2.50 in Chicago, and sold in Canada by the Technical Book Department of the MacLean Publishing Company, 10 Front St. East, Toronto, there is now a book of reference which every hardware merchant and clerk should have. To show the comprehensive manner in which it covers its field the following headings of its contents are given :

How to start out. Seasonable Displays—What to display at different seasons—A schedule for displays—How the window should be built—How to make permanent backgrounds ; false backgrounds ; backgrounds for every occasion—How to illuminate the window to the best advantage at the least expense—What display fixtures to buy—How to make all kinds of home-made display devices and how to use them—How to make scrolls, window brackets and shelves and how to use them—How to make practical display tables and bins for interior displays—How to select and harmonize colors—How to construct "dummies" for window displays—Complete instructions for painting backgrounds—How to make puffing—How to build mechanical displays of all kinds with diagrams and many illustrations—How to make an imitation fire in a window—How to make an imitation turkey for Thanksgiving displays—How to make an airship that flies—How to make and use stencils—How to make plaster relief work—How to festoon—How to make illuminated signs—How to make paper flowers—How to make frame work. Shelving for the hardware stores, Shelf boxes, Rolling step ladders, Decoratives and how to select them, Show cases, Sectional cabinets for displaying stock, Cash and package carrier systems, Prism lighting, Wooden fixtures, How to display cutlery, tools of all kinds, stoves, cordage, refrigerators, sporting goods, glassware, builders' hardware, paints, brushes, garden tools, household and kitchen goods, harness and everything carried by a hardware store—How to make special displays for Christmas, Easter, Thanksgiving and all other occasions. How to do hundreds of other things too numerous to mention.

REVOLVING SAMPLE BOARD.

The George T. Gadd Hardware Co., Cedar Rapids, Iowa, recently used as a central figure the revolving sample board shown in the accompanying illustration. In a board 6½ feet square was cut a 5 foot wheel, which was mounted on a ball bearing grindstone shaft, with the ends resting on tripods both front and rear, the long end of the shaft on the front side of the wheel, which would have permitted the display of larger articles on the wheels than are shown. The legs of the front tripod supporting the shaft were concealed by two large levels and a carpenters' slick. The wheel was made to revolve by an electric sewing machine motor cleverly harnessed to it, as shown in Fig. 2. The method of operation will doubtless be clear from the diagram, but it may be explained that the motor is belted to a 4-in. awning pulley on the shaft with a 1½-in. awning pulley, the latter

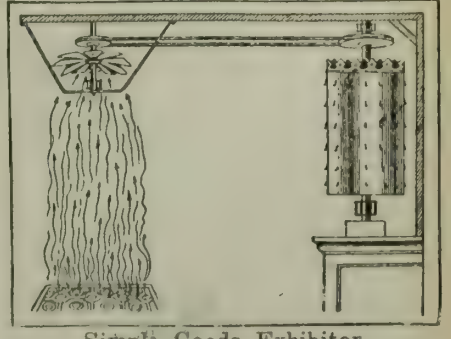


Operation of Motor Attachment.

being belted to a sewing machine drive wheel on a shaft made of wagon box rod, with a 2-in. side pulley at the other end. The main drive belt was No. 7 sash cord, which ran in a groove cut in the circumference of the wheel. The arrangement of pulleys reduced the speed of the large wheel to about four revolutions a minute.

TO MAKE A GOODS EXHIBITOR.

A practical dealer, in an exchange, submits the accompanying sketch of a novel goods exhibitor that ought to attract much attention. A tin drum 20 inches in diameter and 28 inches high, with some top ornamentation, is provided with a central shaft, a 2-inch wide pulley above and a couple of bicycle pedals attached, one each above and below. A fan wheel 20 inches in diameter is then made and located above a furnace register, the fan having a 1½-inch band iron support from above, and a simple pulley, such as is used as



Simple Goods Exhibitor.

a sash pulley, attached to shaft as shown. A light sewing machine belt is used to connect the pulleys. An upward flow of hot air from the register operates the whole device and causes the drum full of goods to revolve steadily and with good effect.

Travelers Nominate New Officers

Dominion Association Met in Montreal and Canadian Association in Toronto on Saturday, Nov. 14.—S. J. Mathewson, Elected President of Dominion Body—J. B. Giles, Vice-President.

A quarterly meeting of the Dominion Commercial Travelers' Association was held in the Board of Trade Building, Montreal, last Saturday evening, when nominations for officers for the coming year were made.

Samuel J. Mathewson, of Mathewson's Sons, Montreal, was elected President by acclamation, while J. Bevans Giles was made Vice-President in the same manner, and Max Murdock was re-elected Treasurer.

Nine nominations were handed in to fill the vacancies which will occur on the board of ten directors on the occasion of the retirement of five gentlemen at present in office. Those nominated were:—Harold H. Hughes, Louis Decelles, John T. McBride, Charles

S. J. MATHEWSON,
of Mathewson's Sons, Montreal, President-Elect of the Dominion Commercial Travelers' Association.

Roberts, F. N. Picard, G. W. Prescott, C. D. O'Brien, H. M. Levin, A. J. Brown.

A committee composed of the following was appointed to arrange the date and place for the annual dinner of the association:—A. A. Freedman, E. E. Guilbault, F. S. Cote, H. M. Levin, D. M. Lefebvre, R. C. Wilkins, E. D. Marceau, Max Murdock, J. B. Giles, F. N. Picard, S. J. Mathewson, Ald. Jas. Robinson, Jno. Paterson, T. L. Paton, L. Decelles, J. Gravel, Geo. A. Mann, Jas. Shaw, J. F. L. Dubreuil, J. T. McBride, A. G. Gardner, Chas. Roberts and R. Dionne.

The annual meeting will take place December 12, when it is expected that very satisfactory reports for the year will be presented.

S. J. Mathewson spoke very highly of the splendid services rendered the association by the retiring president, W. J. Egan, during his year in office. His work was to be strongly commended. J. Bevans Giles and Max Murdock also said a few words, and they too were given a small ovation on arising.

The president referred in feeling terms to the recent death of J. H. Morin, one of the fourth vice-presidents, and the secretary was requested to convey to the family of the deceased the association's expression of sincere sympathy.

CANADIAN ASSICIATION'S OFFICERS.

At a general meeting of the Commercial Travelers' Association of Canada, held in Toronto on Saturday night last, one or two surprises developed.

John Kenney asked if it was the intention of the association to admit women members, which question called forth a lively discussion in which a few travelers championed the cause of the fair drummers, while others stoutly maintained that traveling was not a suitable job for women. They contended that it was neither a desirable nor proper avocation for the female.

The proposition was finally left over for definite action at the annual meeting, as the gathering on Saturday night was called only for the nomination of officers. It is said that lady members have been admitted to the Dominion Travelers' Association, with headquarters at Montreal and London.

A letter read from the transportation companies to the association was quoted as saying that the railways did not see how they could help giving equal privileges to the women if they complied with all the rules and regulations.

Lewis A. Howard, retiring president, presided, and stated that owing to business engagements it would be impossible for him to accept a third term. He congratulated the meeting on the continued prosperity of the association, as during the current year the roll showed an increase in membership with no increase of expenses. The payments for mortuary benefits were the largest in the history of the association, yet notwithstanding the same a satisfactory balance would be carried to the permanent reserve fund.

The nominations were: President, John Gibson, elected by acclamation; First vice-president, Robert Gemmell, elected by acclamation; second vice-president, S. M. Sterling, elected by acclamation; treasurer, E. Fielding, John H. Kenney, one to be elected.

Directors of Toronto Board: J. G. Gane, Harry Ellis, W. M. Fielding, James H. Lumbers, W. J. Micks, Geo. W. Moore, A. C. Rogers, W. H. Scott, C. J. Tuthill, J. H. Wildfong, nine to be elected.

Hamilton Board: First vice-president, E. J. Fenwick, R. M. Stuart, one to be elected; second vice-president, John Stoneman, elected by acclamation. Directors: Hamilton Board, W. H. Dean, Arthur F. Hatch, Fred W. Jarvis, Geo. A. Mathewson, S. Male, George M. McGregor, P. A. Sommerville, C. C. Smye, H. G. Wright, E. O. Zimmerman, six to be elected.

Berlin Board: Fred Doering, W. J. Moody.

J. BEVAN GILES,
Of Drummond, McCall & Co., Montreal. Elected Vice-President of the Dominion Travelers' Association.

Kingston Board: W. H. Graham, W. S. R. Murch.

Guelph Board: Adam Taylor, vice-president; C. Kloepfer, director.

Brantford Board: J. S. Hamilton, D. J. Waterous.

Montreal Board: S. O. Shorey, vice-president; Wm. Caldwell, director.

Winnipeg Board: H. Miller, vice-president; A. C. Merrett, director.

Vancouver Board: Fred Buscombe, Robert Stewart.

Ottawa Board: John Everett, director.

Brockville Board: M. Moore, director.

The annual meeting and election will be held on Wednesday, December 23rd.

Hardware Conditions in Great Britain

(By Hardware and Metal's European Correspondent).

Sheffield, Nov. 12.—During a month's survey of the hardware, metal and kindred trades, I have been frequently confronted with evidence of returning trade activity in Great Britain. Manufacturers who do business with Canada are less despondent, and some to whom I have spoken told me of good orders which rather unexpectedly came to hand.

But hitherto, anything in the way of a big order has come in the nature of a spurt. Now, while the trade barometer goes down soon after it has gone up, the depth of its depression grows less and less alarming, and as each upward movement is higher than the preceding one, there are fewer forebodings as to the outlook, and the pessimist, as well as the optimist, inclines to the belief that the worst of the storm has been weathered.

The cautious British manufacturer is not the man to speak cheerfully, when he has no reason for doing so; rather does he pursue a policy of perpetual grumble, relieved only by expressions of satisfaction grudgingly given. When trade is bad, he growls; when trade is good, he grumbles because he cannot get the work out fast enought. Yet many would like the old experience of being too busy.

The home trade in hardware, cutlery and plate is disappointing, considering the time of the year, for it is now that manufacturers expect to be busy on orders for Christmas trade. Perhaps it is that bad trade generally has made the retailer chary of ordering goods he is not sure to sell this Christmas. Certain it is that the manufacturer finds that the calls upon him are fewer than he is wont to expect.

Still, more men are at work than a month ago, and the number of working hours a week is on the increase. In spite of this, however, there are many unemployed, and public subscription lists for their relief have been opened in many manufacturing centres.

An Interesting Invention.

Martin, Hall & Co., Sheffield, who have trade connections in Canada, are introducing an interesting invention—a metal to be used for plated goods. It is quite a new amalgam, intended to replace or supersede Britannia metal. While possessing all the non-corrosive properties of Britannia metal, it is harder, more durable and possesses a better ring, and owing to its close, firm grain takes a higher polish. Goods made of it have a nice soft finish and a coloring approximating to sterling silver. Although it is claimed for it that it is superior to Britannia metal, the firm are making in it a whole range of goods formerly made of Britannia metal, and are not increasing the price.

Co-Partnership Scheme.

Considerable discussion has been created by the co-partnership scheme put forward by Sir Christopher Furness, chairman of Furness, Withy & Co., a large shipbuilding and engineering concern on the northeast coast. The trade union delegates, to whom it was submitted, have now recommended it for adoption by the local branches of the various unions concerned. If the advice is followed, the shipbuilding yards at the Hartlepools will become a great co-operative concern. The men will take up shares on easy terms of payment, and on these they will obtain a fixed interest of four per cent., together, of course, with such further dividends as the surplus profit of the concern may yield. There will be a works council, composed in equal numbers of representatives of the men and representatives of the firm. All grievances and disputes are to come before the council, which will also discuss various matters of common concern. If it fails to effect a settlement in case of dispute, the matter will go automatically to a court of arbitration.

In an interview, Sir Christopher, has said that he would prefer to let the men have a twelve months' trial, and then there would be a unanimous vote for its continuance.

The scheme is the outcome of the long strike in the shipbuilding industry on the northeast coast, and as an instance of how the strike has seriously affected the trade of the country, it may be said that the fine steamer Frankenwald, the last of three vessels built by Furness, Withy & Co. for the Hamburg-Amerika line, was only completed this week and ran her trial trip, when delivery ought to have taken place twelve months ago.

A $5,000,000 Combine.

Before people have settled down to the co-partnership proposal, it is announced to-day that the whole of the marine engineering works of the northeast coast are on the eve of signing jointly a working agreement in the form of an amalgamation representing firms valued at a total of £5,000,000. The scheme includes practically the whole of the marine engineering firms carrying on business on the Tyne and Tees, at Weardale and the Hartlepools. It is expected that the signatures will be all completed within the next week. The negotiations, of a difficult and delicate character, have been going on for the greater part of the year. The basis of the scheme is economy in production by a concentration of management, and a classification and standardization of work so as to get the maximum amount of production from different classes of machinery. There also will be a scheme for the proportionate pooling of the profits.

Our Export Trade.

I hope that readers of Hardware and Metal are finding food for thought in the surveys of the Board of Trade returns, which I make each month on their behalf.

So far as Canada is concerned, the September returns indicate that the British export trade is looking up considerably, and to support my contention, I need only point to hardware, which was well ahead of the corresponding month in 1907 and 1906. The value last month was £3,727, compared with £3,434 in September, 1907, and £3.341 in September, 1906. Of course, it is not expected that 1908 will catch up to 1907. In hardware for the nine months the drop was £15,688.

Cutlery on the month is also a better trade, the value of the exports to Canada being £8,131, conpared with £8,561 in September, 1907, and £7,859 in September. 1906. On the nine months of the year, however, the decline is over £26,200.

Tinned plates and sheets still show a decline, September, 1908, being 1,870 tons, compared with 1,973 tons in September, 1907, and 2,422 in September, 1906. For the nine months of the year 1908 is 11,203 tons, being 4,281 tons behind the corresponding period of 1907, but only 597 tons behind the first nine months of 1906.

Steel bars, angles, rods and shapes or sections were much better in September, 1908, than in the corresponding months of the two previous years. The total weight sent to Canada was 3,115 tons, compared with 1,911 tons in September, 1907, and 1,094 tons in September, 1906. For the first nine months 1908 takes a back seat with 11,584 tons, the corresponding period of 1907 being a long way in front with 19,725 tons, while 1906 is between with 16,339 tons.

The weight of unwrought tin sent to Canada in September, 1908, was 65 tons, compared with 53 in September, 1907, and 31 tons in September, 1906. On the first three-quarters of the year 1908 is 12 tons behind 1907.

The exports to Canada of pig lead and manufactures thereof are looking up. The September total was 368 tons, being ahead of the 276 tons in September, 1907, but behind the total of 571 tons in September, 1906. On the three-quarters of the year, there is a fairly big drop. White lead exports to Canada in September weighed 32,720 tons, compared with 30,909 in September, 1907, and 34,110 in September, 1906.

The Tin Plate Trade.

The tin plate trade is fairly quiet just now, but makers have nothing of which to complain, and official returns show that the demand is on the increase. Business with Roumania, in spite of competition from Germany, increases very considerably, and some good orders have been completed for Batoum, Galatz, Kustendje, St. Petersburg, Yokohama, Kobe and Singapore. Schemes for increasing the output are under consideration, and it is reported that several additional mills are to be erected at the St. David's works, Loughor.

R. A.

DIVIDED CLOTHES WRINGER.

The Shirreff Manufacturing Company, Brockville, who recently introduced their Model "A" wringer, having a dividing attachment aimed to prevent rubber rollers from wearing out in the centre, announce that they have other improvements which will be made public shortly. The dividing attachment, which keeps small articles to one side of the roller and is removable when blankets and other large articles are washed, has attracted much favorable notice and is worthy of the consideration of any dealer.

HARDWARE AND METAL

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ANOTHER HARDWAREMAN ELECTED.

The election for Parliament in the Prince Albert constituency, held on Nov. 10, resulted in the return of W. W. Rutan, the Liberal candidate, with a majority of about 200. Mr. Rutan is a hardware merchant at Melfort, Sask., he being the second retail hardwareman to secure election, R. Blain, M.P., Brampton, Ont., being the other. Four hardware and stove manufacturers are also members of the House—Messrs. Lloyd Harris, Brantford; Hon. J. R. Stratton, Peterboro; George Clare, Preston, and Major J. A. Currie, Collingwood.

STOVE DEMONSTRATIONS.

There are innumerable ways in which the hardware dealer can utilize his windows to the advantage of his business. Articles shown in actual operation in the presence of prospective users have a greater influence than a half-hour argument, says the Hardware Review, though the skilful argument of an experienced salesman, added to the demonstration, is of great advantage, and the combination can scarcely fail to prove effective.

Nothing perhaps has a more general public interest than a kitchen display, and the hardware merchant who has a chimney convenient to his show window can make a most effective demonstration by fitting up the window as a fully equipped kitchen with all the implements of a well-ordered kitchen conveniently displayed in their proper places.

A good cook should be engaged for the demonstration, and various articles of food should be prepared in full view of passers-by on the street, with samples for all who come in, with a skilful and experienced salesman in attendance to explain the appliances, answer questions, and entertain callers. The forenoon of one day can be devoted to the preparation of a breakfast, the afternoon to roasting, another to bread-making, with something new and attractive for each day's demonstration.

The display should be advertised widely in the local papers and those of the neighboring towns, previous to and during the demonstration, and there should be a liberal supply of catalogues and circulars for those who come to witness the display.

Under these conditions, even if actual sales are not made, the caller goes away from such a demonstration taking with him descriptive circulars and catalogues, which he reads with a better understanding from having seen the goods in actual use.

If the merchant has not sufficient room in his window for the display, it may be given in the store, or if he lives near at hand, a new range can be set up at his residence, which arrangement will serve to make him familiar with the latest improvements, and also to demonstrate its advantages to prospective buyers.

WRITING LETTERS FOR CUSTOMERS.

A good many retailers even neglect writing their own letters, and nothing would be further from their mind than writing letters for their customers, but still that is a good way to increase the volume of business. Those who are not too lazy to write might try the scheme for a while, says an exchange.

The next time an inquiry is made for something you do not carry in stock and cannot make a price on, just suggest that you will write and find out all about it for the inquirer by the time he is in again. Then do the writing and watch results. You will find that you have half made that sale when the offer to find out about it is made. When you get the information, and go over it carefully with the inquirer, and know that he thoroughly understands it, you will find that you are better acquainted with him than you ever were before. He will feel the same about you, also, and that is the kind of a feeling which gives you the preference whenever he wants anything in your line, especially when he already feels under obligation to you for that letter writing to start with.

Of course there are exceptions to all rules, but most people are grateful to those who take disagreeable jobs, like letter writing, off their hands; and most salesmen, who are worthy the title, can make a sale when the customer is right in the store and has a full description and price on goods he has already about decided to buy.

UNCLE SAM AND THE TARIFF.

Now that the elections in the United States are over and the Republicans have carried the day, not only in the choice of Mr. Taft as president, but also in securing a substantial majority in the House of Representatives, it is solemnly announced that tariff revision is likely to be a preferred subject in the legislative programme at the national capital.

While some Republican leaders declared during the recent political campaign, from which they have just emerged, that an overhauling of the tariff was urgent, the student of fiscal problems and policies does not seriously believe there will be any radical reduction or extensive alterations in the specific schedules at present in force. The existing high rates of duty are likely to prevail and the only interest Canada has in the outcome is largely that of a spectator or looker-on.

The day has long passed when the Canadian people have followed the practice of gazing in the direction of Washington for relief or bowing the knee to the tariff makers in that city. Efforts made in that direction some years ago were coldly received, no reciprocal spirit being in evidence, and the Dominion now pursues the even tenor of its way, fully convinced that she can work out her own destiny and master her own future without commercial courtesies or negotiations with the southern republic which, since the days of the McKinley tariff, has evinced no desire to lower customs barriers.

The present tariff of Uncle Sam is on an average about fifty per cent. higher than that of Canada against imports from the republic, while the balance of trade between the two countries is nearly one hundred per cent. in favor of the States. As long as Canada continues to buy in this ratio there is small probability of any reduction in our favor.

For the year ending March, 1907, Canadian exports across the border amounted to $109,000,000, while we bought from our neighbors no less than $208,000,000 worth of goods. As long as this big balance of trade exists in favor of the United States there need be no expectation of any incisive re-adjustment of duty, and it, therefore, is a matter of small interest to the Dominion whether there is or not.

Our foreign trade is expanding year by year at an unprecedented rate without

support or encouragement from the south. Overtures made in years past were not favorably received and we in no way have to place reliance for our future upon the fiscal attitude of our neighbors where the latest advices would indicate that, while in the proposed programme there may be a nominal revision, there is small danger of the Republicans departing from the extreme protectionist tenets to which they have held so long.

The Ways and Means Committee of the House of Representatives began hearings on the tariff on the 10th inst., and they will end December 4th, and it is understood that a tariff revision bill will be enacted to go into effect at the beginning of the next fiscal year.

Although it is stated that the programme allows more than double the time hitherto given to any tariff measure, the belief exists that any investigation into such an important and far-reaching subject that can be concluded and drafted in about three weeks' time is not likely to be very searching, exhaustive or at all revolutionary in character and leads the impartial to the conviction that the tinkering will be very trifling.

The kind of tariff reform that will be presented, has been styled by a member of the present administration, as "the veriest sort of makeshift." Mr. Sherman, the newly-elected vice-president, has always been tooth and nail for the most extreme protectionist notions of his party, while Mr. Cannon, who will doubtless be elected Speaker, is an out-and-out protectionist, and will use all possible means to prevent extreme action in all fiscal matters.

Mr. Taft, while not an avowed extremist, did not fail, however, in all his campaign speeches to emphasize the relationship between prosperity and high rates of duty, and knowing ones do not expect from him anything in the way of a downward revision.

It is intimated that maximum and minimum duties may be imposed, but the Republican victory, in the view of the verdict at the polls, the political character of the House, and the views expressed so freely by the leaders, evidently mean that the forthcoming tariff reform is not likely to result in anything startling or to deviate one jot from the course that the dominant party has adhered to for nearly a score of years.

The outcome is, therefore, creating no stir in Canada, whose dependence on the frown or smile of Uncle Sam in trade matters has long ceased to be regarded as a matter of consequence in the development and expansion of the commerce of Canada.

REGISTRATION OF SECURITIES.

If the decision of the Court of Appeal in the action of Mrs. J. R. Johnston vs. Osler Wade, a case arising out of the failure of the Poole Publishing Co., Limited, Toronto, of which Mr. Wade was assignee, is allowed to stand, it may seriously affect business credit, especially of joint stock companies. The circumstances connected with the suit are interesting. It appears the solicitors of the plaintiff devised a form of security known as a floating security, which in reality is as effective as a chattel mortgage and has many of the attributes of such a document. This particular form or charge does not need to be registered, in fact may be absolutely secret and yet cannot be set aside.

When an assignment was made by the Poole Publishing Company, Mrs. Johnston claimed preference over other creditors because of this unregistered security or blanket mortgage, so to speak. They contested the legality of the security, but Mr. Justice McMahon decided against them.

As this deprived the other creditors of a share in the Poole Publishing Company's estate, they appealed the judgment and carried it to the Court of Appeal.

The case was argued last March and has been under deliberation by the court ever since. Four of the judges of the Court of Appeal handed out judgments in the matter dismissing the creditors' appeal, Mr. Justice Garrow dissenting from the majority of the court. It is understood that the creditors will not take the matter to the Supreme Court, so that the law may now be regarded as settled on that point.

This case is one of the most important and far reaching in its effects that has come before the courts in recent years and may unsettle for the time being commercial credits which are based largely upon the necessity for registration and consequent publicity in case of mortgages, transfers, etc., on goods and chattels.

Osler Wade, assignee of the Poole Co., states that if this decision is allowed to stand, and a precedent is thereby established in the case of joint stock companies, who may issue bonds to raise money, or effect a floating unregistered security, there is great danger. Mr. Wade says that he will take immediate steps in the interests of the mercantile world to bring the matter to the notice of the Attorney-General's Department, with the object of securing an amendment to the Bill of Sale and Chattel Mortgage Act, and requiring the registration of all documents of this character, or any charges or liens of the nature referred to.

The great danger lies in the fact that one creditor desiring to obtain security without the knowledge of other creditors can do so. Joint stock concerns could practically hypothecate their assets to any creditor without registration of the document, which is the only protection and safeguard that others have.

In the case of Mrs. Johnston, it is said she was practically a silent partner in the Poole Company. She periodically supplied them with capital and in return the company assigned all their assets to her. The amount of indebtedness fluctuated from time to time and when the concern went under she stepped in and said, "The whole belongs to me, it was my money that ran it."

Mr. A. F. Lobb, K.C., asked about the recent decision, said law was developed by a process of evolution and that new points were cropping up and defects being discovered, which were remedied from time to time. Legislation could not be framed too far in advance, otherwise it might be pernicious in character.

Some years ago it was enacted that all chattel mortgages, bills of sale, etc., should be registered. This looked like some protection for all creditors. In a year or two the Act was got around or side stepped by a purchaser of goods or a borrower of money not giving a chattel mortgage as security, but merely signing an agreement to give such a mortgage when required. Of course, this agreement held good so far as the parties signing it were concerned, without registration, as it was not within the Act, but what about other creditors, men who sold goods to the storekeeper, who advanced money, etc.? The Act was then further amended for the safeguarding of all parties by requiring that any agreements to give a bill of sale or chattel mortgage should be registered.

What is wanted now is the insertion of such a clause in the statutes covering all cases of joint stock companies, their chattels, etc. It is likely that, as this point has been brought to light, the necessary legislation will be granted next session to make the securities valid in any and every case which may arise like that of Johnston vs. Wade, (Poole Publishing Co.).

But few men have the ability to write advertisements which will command immediate attention, inspire confidence, create desire, and clinch a sale, but every retail salesman is capable of finishing the work of a trade-drawing advertisement.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page y4.)

MARKETS IN BRIEF.

Montreal.

Tin—Cut of 1-2c.
Copper—Unchanged.
Lead—Advanced 10c.
Spelter—Same quotations.
Linseed Oil—2c advance.

Toronto.

Tin—Tendency to lower.
Lead—Firmer.
Old Material—Several advances.
Linseed Oil—3c higher.
Lead Pipe—Advanced to 27½ per cent.
Lawn Mowers — —New lists show changes.

MONTREAL HARDWARE MARKETS

Montreal, Nov. 20.—Trade has now assumed a decidedly holiday character, the bulk of the goods moving being lines which will be displayed for the Christmas business. Orders seem to be more elastic than in former years. At present they do not show any greater strength, but the range of articles has widened, showing that dealers are selecting a more comprehensive stock. In these days conservatism does not pay, and the merchant who is reluctant to extend his ordering for the holiday trade beyond the ordinary lines of hardware suitable for presents, is losing a good opportunity. Novelties are as profitable in a hardware store as in any other.

It is apparent from the tone of the trade that dealers generally are going to make a stronger effort than ever to capture a good Christmas trade. Travelers have been encouraging this, while the jobbers have made good preparations to supply all lines promptly. There is no reason, therefore, why dealers should not be able to start out early with a good showing, and with every promise of success. Cutlery and plated ware form the major part of the lines moving, but plated ware, silver ware, cut glass, safety razors, ordinary razors and strops, manicure sets, tool chests, air guns and other lines are showing stimulation.

There is very little change in the strength of the staple lines. Colder weather should now quicken the movement of the winter goods, such as snow shovels, weather strip, ice scrapers and sleigh bells. Stoves and ranges are moving well. Builders' hardware is on the quiet side, and so are railroad supplies. Household utensils are in better request, especially carpet sweepers for the Christmas trade. There is very little ordering ahead, and the lines which in other years are being booked at this time, are practically dead. There has been a slight movement in green wire cloth.

BUILDERS' HARDWARE—Builders' hardware is inclined to be quiet. The country demand has fallen off in proportion more than the local one. The call, however, is steady, and indications point to a continuance of this state of affairs as building is still going ahead, despite the snowfalls.

SPORTING GOODS—Skates are now about the strongest line, good orders going through. The appearance of the snow has caused a stimulation in snowshoes, moccasins, sleds and toboggans. Hockey sticks and pucks are in better request. Air guns, boxing gloves, Indian clubs and other similar lines are moving. Guns and ammunition are now quiet, a few sorting orders coming in.

CHRISTMAS LINES—Goods for the Christmas trade comprise a large portion of the orders going out, and indications are that hardwaremen have every prospect of enjoying a good season. Cutlery in cases, carvers, knives and forks, pocket knives, scissors and shears are in growing demand, while plated ware, silver ware and cut glass are showing stimulation; table spoons, pickle frames and bon-bon dishes being prominent movers. Safety razors, razors and strops, and other shaving utensils are in good demand, as are manicure sets and ladies' companions. Table kettles and similar lines are also in demand.

WINTER LINES—The appearance of the snow should stimulate the winter lines, which, although going well, have not the brisk movement that they should have at this time. Snowshovels, ice scrapers, sleigh bells are in most prominent request. Orders for horse blankets and stall fixtures are now quiet. Repeat orders are being made for cold blast lanterns. Stocks in dealers' hands must be of a light description, and the cold weather will no doubt quicken the movement of winter goods all the way round.

STOVES AND RANGES—The unmistakable signs of winter experienced have induced a stronger movement in stoves, ranges and heating accessories. A good demand is reported and busy times are being experienced by the manufacturers. Coal hods are good sellers. Oil heaters and cookers are in fair request.

HOUSEHOLD UTENSILS — Carpet sweepers are moving out well, and promise to be strong sellers this Christmas. Food choppers are also in good request. Sad irons, wringers, washing machines, clothes baskets, mops, and pails are showing strength.

RAILROAD SUPPLIES — Hammers, picks and blasting powder are moving quietly, but the strength to the demand so far as the East is concerned has gone. Small tools are showing improvement.

BOLTS AND NUTS—Fair strength is shown in bolts and nuts. Orders are consistent if they are not on the large side. Nails are showing improvement.

LUMBERMEN'S SUPPLIES—A slow movement continues to characterize these lines, and it is evident that orders will have to strengthen considerably if average trade is to be done this season.

SCREWS—A fair average demand seems to be experienced. We continue to quote discounts at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

CARPENTERS' TOOLS—The approach of the Christmas trade has stimulated the sale of carpenters' tools, as these articles make most acceptable presents. Tool chests and cabinets of various grades to suit all requirements of the amateur carpenter are also in demand, and promise to be good sellers.

TORONTO HARDWARE MARKETS.

Toronto, Nov. 20.—The jobbing houses are busy shipping seasonable and holiday goods and a visit to the shipping department of one of the wholesale houses any afternoon will prove that the talk of a business revival is not all bluff. Many retailers are undoubtedly holding off from buying until the last minute and some appear to be waiting until the first of December to place holiday orders but the low stocks all over the country forces numerous sorting orders to be placed and this, along with the lines needed at the change of the season brings up a large total. The last water shipments have been made by the jobbers and from now until Dec. 15 there will be a busy time getting out holiday goods.

Travelers from Great Brittin and the United States are predicting higher prices on many classes of goods but so far the changes have been small and confined to wire goods and lead pipe. As announced last week, poultry netting will be higher next year and it is now predicted that plain wire and wire nails will be advanced. Lead pipe and waste have been advanced from 30 to 27½ per cent.

New Lawn mower prices for 1909 have been issued by D. Maxwell & Sons, showing prices unchanged except on mowers with nine-inch wheels, the three-knife being $3.30 base instead of $2.95, and the four-knife $3.50 instead of $3.30.

HOLIDAY GOODS—Specialties are more in demand, the travelers being a

great educative force in encouraging the more conservative dealers to order more varied stocks in an effort to capture holiday business. Such lines as children's iron banks, iron toys, dolls' sets of enamelled dishes, etc., are being seen more and more in hardware stores and they are undoubtedly articles belonging to the hardware store. Exercisers, dumb bells, Indian clubs and other sporting goods, carpet sweepers, food choppers, sad irons and similar kitchen goods are also being put forward as practical presents, but, of course, the old stand-bys are razors, cutlery and silverware, skates, sleds, lamps. All of these lines show their continued popularity by the repeated orders in which they are included.

SEASONABLE LINES—The snowfalls of the past week have livened up such lines as sleds and snow shovels, the latter being a particularly active seller this fall. Stocks were pretty well cleaned out last winter and the low price of $2 per dozen for No. 19 is an incentive for dealers to stock up for their full season's requirements. Large shipments of stove pipe, elbows, ranges and heaters are also being made, and repeat orders for lamps and lanterns are becoming frequent. Weather strip, storm window fittings, horse blankets, sleigh bells, stable fittings, axes and handles are all being freely ordered.

BUILDERS' SUPPLIES—Much construction work is still being done and while the demand for locks, hinges, door sets, etc., is not so great as a month ago, there is still a good movement. Discount continues at 50 and 10 per cent. Building paper is still being ordered in fair quantities.

WIRE—Talk of an advance in plain wire is heard following last week's advance in poultry netting. Wire nails, too, are said to be slated for a raise. Jobbers are booking their requirements but manufacturers decline to sell at present prices except for winter delivery. We are still quoting $2.30 f.o.b. Toronto on wire nails. Coiled spring wire is $2.75 for No. 9, poultry netting is 60 and 2½, while green wire cloth is $1.70 in 100-foot rolls.

HEAVY GOODS—Bolts and nuts are in better demand and some fair orders have been received. Discounts are unchanged. The same applies to screws. Bar iron is having a seasonable demand. Lead pipe has been advanced from 30 to

MONTREAL METAL MARKETS.

Montreal, Nov. 20.—A good buying movement has been in progress during the week. The recent shake-up in the metals, and the strengthening of local quotations have stimulated more liberal purchasing; and users have not only been covering their immediate requirements, but have placed contracts for the spring. This disposition to look ahead is not general, but still a growing number of consumers are considering the time ripe for a more pronounced covering movement. Stocks all the way round are light, metal ordered being used up at once, and consumers in holding off from the market incur the danger of being squeezed if prices go ahead under the break-in of a strong and consistent demand. This is not the time for rash buying, but for careful consideration as to possible requirements, and the probable future trend of the markets. The near approach of the close of navigation has influenced the volume of trade going through, users taking advantage of the remaining days of lower freightage to get their stock in.

Tin continues to be a strong seller, while copper is going well, inquiries as to the latter promising good trade in the future if the conditions continue favorable. Spelter is reported scarce. Sheets have been moving very strongly during the week. Prices have kept firm with the exception of tin, which has been cut ½c. Spelter is very firm, with indications of an advance in price. Lead has again jumped 10c.

The primary markets seem to be throwing off some of the feverishness which characterized them last week. Speculation is still rife, but undoubtedly underneath there are evidences of a strong buying movement. A large amount of metal has changed hands, but whether consumers have bought merely through fear of having to pay more later on, or in genuine anticipation of requiring the stuff for use, remains to be seen, Tin has been jumping about and looked at one time to be in for a decided reaction, but under better buying it became firmer again. Copper fell away somewhat, especially in London, but the New York price held pretty firmly, and the situation, therefore, is about the same, so far as Canada is concerned. A period of heavy buying seems to have been followed by a somewhat stagnant market, but with the speculation going on it is difficult to get right down to the bottom. Spelter is very strong, both in London and St. Louis, while lead is again advancing. The United States steel and iron markets have quickened up wonderfully, although some reports as to the orders going through must be taken with a grain of salt.

The Nova Scotia Steel Company has received another big order, this time for fish plates from the Sandberg Company, of London, Eng. The New South Wales order is being pushed forward, and with other contracts, the mills are a scene of great activity. The plant of the company is in better condition than ever it was, and experts who have visited Sydney lately, say that the mills are second to none.

PIG IRON—Local conditions are about the same. Although the navigation of the river does not close for two weeks or so, the last metal boat, it is reported, has arrived, and is unloading its cargo, so that next week or so store prices will be in operation. At present we continue to quote: Middlesboro No. 3, $18.50 to $19; Summerlee No. 2, $20 for carload lots, shaded 25c for 100 tons or over.

Cleveland warrants are lower than they were, but in the face of this, conditions generally are reported somewhat brighter, reflecting the situation this side of the Atlantic. Finished steel prices are maintained. In the States undoubtedly there has been heavy buying, but all reports going as to the total amount of business done must not be accepted as gospel truth. The market has undoubtedly been very excited, but it will recover. Pig iron prices have generally been advanced, and with furnace orders much heavier than they were, conditions are very promising.

TIN—Although tin has been a good seller during the week, the break in the English market caused the tension produced by the recent bulling movement to ease up, and quotations have been cut ½c. We now quote 33½c for ordinary jobbing lots. The London market, as we said, has been marked with extensive manipulation, but conditions seem to be strengthening again. Undoubtedly much tin has changed hands in London and New York, and contracts for next year's deliveries are hard to place, which shows that holders have a good opinion of the future of tin.

COPPER—There is no change in local quotations, and the market is firm. Orders have been good and inquiries very favorable for coming strong business. Although the English market is not so strong as it was—the bears having had their share of the game—New York prices have stood very firm. A period of heavy buying—largely caused by consumers wishing to cover themselves for the time being in the case the market ran away from legitimate conditions—has been followed by a natural reaction, and the market is reported on the dull side again. The important point is whether the consuming tide will now turn in strongly and for good. Producers are holding fast to prices, and there are no second-hand lots offering.

LEAD—Lead has strengthened locally, and quotations for imported pig are again marked up 10c, making the figure now $3.80. Bars and sheets are still unaffected. The English market has kept very strong, and although quotations fell away after the recent £14 mark was reached, the metal is still in a very sound condition. An improved demand has been shown, and apart from the reflected strength of the other metals, the situation all the way round has been brighter.

SPELTER—Although spelter is in a very strong position in both London and St. Louis, local quotations have not been advanced. There is somewhat of a scarcity of spelter on the market. The strong position of the metal in the English market seems to be due to a real improvement in buying, and not principally to speculation. Galvanizers and brass makers are purchasing freely. The position of the St. Louis market is not so clear. Undoubtedly prices are held up strongly by producers, but a good buying movement has been in progress. There is some doubt, however, whether it will hold, although producers seem confident on the point.

TORONTO METAL MARKETS.

Toronto, Nov. 20.—There is no great excitement in the metal market, and, while there is considerable uncertainty as to copper and tin, the situation in ingot metals remains the same as last week, although there is a feeling that something may happen now that the elections are all over. An effort is being made to raise the figure, but more conservative speculators advise caution. There is an increase in the price of scrap metals from ¼c to ⅜c in most materials handled by local dealers.

A feature of interest is that so many orders have been placed by foreign railway and corporation interests with the Dominion Iron & Steel Co., Sydney,

that it will be necessary to add to the staff, and the plant will be operated night and day.

With regard to the big order received from Australia, the management expect even larger foreign orders. The bookings in Australia and those received from India have proved a shock to the British rail manufacturers, whose grievance is that the Dominion company enjoys such Government and municipal assistance that its competition is regarded as unfair. The Financial Times, London, says the Dominion Iron & Steel Co. has more facilities for dumping than any other concern in the Anglo-Saxon world. "It would be interesting," adds the Financial Times, "to have a fair comparison of prices charged the G.T.R. and those for the colonial orders just obtained."

PIG IRON—While prospects are rather promising yet there is not much demand. There is talk of several blast furnaces resuming, particularly at Londonderry and Port Arthur. This would indicate that the feeling is hopeful. The quotations still are: No. 3 Middlesboro $21; No. 1 Cleveland, $22; and No. 2 Canadian foundry nominally at $18.75.

TIN—The situation is still uncertain and there is no deviation in price from last week. The tendency is lower, but the figure, $32.50, still holds.

COPPER—The market is still firm. Stocks are moderate and there is no change in prices. The figures for casting ingots remain at $15 and $15.25.

LEAD—The local situation is hopeful and the market is firm. Stocks are fair. The quotation of $3.85 stands. An advance is predicted.

SPELTER—This is unchanged and there is nothing new in the market. The quotations are $5.25 for foreign, and $6.50 for sheet zinc.

SHEETS AND PLATES—Business is very good and prices have gone a little higher, there being an advance of 5c per cwt. on steel plates of ¼-inch thick and over.

OLD MATERIALS—The prices have gone up, but there is no great demand. One dealer said the raise was due to the railways buying heavily after the election. The prevailing dealers' wholesale quotations are: Heavy copper wire, 12c to 12¼c; light copper, 10½c to 10¾c; heavy red brass, 10¾c to 11¼c; heavy yellow brass, 8¾c; light brass, 6½c; heavy lead, 2¾c; zinc, 3⅛c to 3¼c; No. 1 wrought iron, $9; stove iron, $10,50; machinery cast iron, $13.50; rubbers 7¼c to 7½c.

U. S. METAL TRADES.

New York Nov. 19.—The Iron Age says: One of the features of interest during the past week has been the heavy buying, on the part of three or four open hearth steel works in eastern Pennsylvania, of basic pig iron, for delivery during the first and second quarters. So far as we can trace the purchases, they aggregate about 80,000 tons, and were made on the basis of $16 delivered for the first quarter, and $16.25 for what little iron was bought for the second quarter. Some basic iron has also been taken in the St. Louis district, and some large inquiries, including one for 10,000 tons, are under negotiation.

The leading distributing markets along the lakes—Buffalo, Cleveland and Chicago report large sales of foundry and malleable irons during the past week, and now have generally put up their prices for delivery during the first and second quarters, but the new schedules have not yet been seriously tested. Indeed, the impression is spreading among buyers that the rise has been somewhat too rapid. Practically all the principal melters large and small, have been covering at least minimum requirements, and many who entered the market before the election have made further purchases since then.

There has been activity, too, in some of the special irons needed by steel makers. There have been some further round sales of low phosphorus pig iron at $20.75, delivered at eastern consuming points, and the market is now $21 to $21.50. There have been pretty large sales of Ferromanganese at close to $44, seaboard, but now higher prices are being asked and obtained.

The movement in finished iron and steel is somewhat better in some lines, but on the whole the buying is developing slowly. In some of the staple lines, distributed chiefly by jobbers, the buying has been more confident and in greater volume.

The Snyder interest of Pittsburg has just awarded the contract for the largest ore boat yet planned. It will be 605 feet long and will require for its construction 7,200 tons of plates and shapes, which are to be rolled by the Jones & Laughlin Steel Company. Another interest has ordered two packet freighters of a lake yard.

There has been heavy buying of old material in the Chicago district, one mill alone purchasing in the last two weeks 15,000 tons of railroad wrought scrap. There have been large railroad offerings throughout the country, but they have been easily disposed of.

The copper market has quieted down considerably and prices have receded. Electrolytic copper is now selling at 14.25c.

HARDWARE TRADE GOSSIP.

Ontario.

Gerry Bros. have bought the business of the Fort William Hardware Co.

A petition has been filed for a winding up order of the Steel Go-Cart Co., Berlin.

M. S. Madole, hardware dealer, Napanee, has made improvements to the interior of his store and added two silent salesmen.

J. W. Benson, of the Toronto office of Sherwin-Williams Co., is attending the Canadian convention of the company's representatives in Montreal this week.

E. L. Day has been appointed temporary manager of the National Mfg. Co., Ottawa branch, succeeding Jas. Everette, who has resigned. Mr. Day is widely known in Ontario and Quebec, having covered parts of each Province for his firm for some time.

Miles Vokes, president of the Vokes Hardware Co., Toronto, denies the report that a deal has been closed for the purchase of the property at the north-west corner of Queen and Bond Sts., Toronto, for a site for a new retail hardware store. The deal is not yet completed.

Proctor & Gamble, Cincinnati, have asked for a winding-up order against the Canadian Oil Company Toronto. The Oil Company began business with a capital stock of $1,500,000, of which, the petitioners say, $1,490,000 is paid up. The petitioners are creditors for $1,438.75. The plant is mortgaged, except at Hamilton, Montreal and Mariette, Ohio. The company's bankers advanced $529,000 on a bond issue of $600,000. There has been a stay in proceedings, however, and a settlement is likely to be effected.

Quebec.

O. Rollin & Co., hardware dealers, Montreal, have registered.

W. H. Thorne, of St. John, N.B., has been staying in Montreal.

H. Samuel, formerly of Sherbrooke, president of the Empire Mfg. Co., Montreal, died in that city on Nov. 10.

I. C. Stewart, president of the Imperial Publishing Co., Halifax, and publishers of the Maritime Merchant, has been on a visit to Montreal.

M. J. McLaughlin, assistant to G. A. Childs, of the wire department of the United States Steel Products Export Co., Montreal, has left Canada for a holiday trip to the United Kingdom, and probably France.

treal Business Men's League, held in the Board of Trade council chambers, the matter of establishing an annual exhibition was discussed, but nothing definite was forthcoming. The league has been in existence five years, and since its inception the chief end in view has been the establishment of an annual exhibition in Montreal. The annual report, read by the president, Henry Miles, referred to the information supplied by the league during the past year to people contemplating establishing industries in Montreal.

William Greig, who for nearly half a century was in the service of the James Robertson Co., Montreal, died on Tuesday at the western hospital, Montreal, from typhoid fever and complications. His illness attacked him while representing his firm at Ottawa over a week previous to his death. Mr. Greig has resided in Montreal all his life, with the exception of the period between 1884 and 1891, when he represented the James Robertson Co. at St. John, N.B. He was a member of the Oddfellows, and the Ancient Order of United Workmen.

E. K. Spinney, Yarmouth, N.S., has been visiting hardware circles in Montreal, paying his usual welcome visit to the office of Hardware and Metal.

William Starke, president of the Canadian Wholesale Hardware Association, and Gordon C. Seybold, of Starke-Seybold, Montreal, are attending the American Wholesale Hardware Association at Memphis. James Hardy, secretary-treasurer of the Association, Toronto, and H. T. Hunter, manager of Hardware and Metal, Toronto, are also in attendance at the Memphis conventions.

"Men Who Sell Things"

The Salesman's Relation to the Credit Department—How He Can Be a Help and a Hindrance to the Firm's Credit Man—The Why and Wherefore of Carrying a Customer Along.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

The Credit Man's Ideal.

The science of credits is not an exact one, and not one to which the same rules are applicable at all times and for all lines of business. The endeavor of the credit man is to keep his losses as near the zero point as possible without limiting sales. There are many things he must know, to guide the ship of commerce with which he is intrusted, such as the condition of a territory as regards money when a comparatively small area may be experiencing business depression because of continued bad weather, extension of a new railroad cutting off trade, crop failure, or similar causes, while other territory in the same locality is enjoying phenomenal prosperity; he must be informed as to the cost of production, amount of stock on hand, and in fact all the operative details of his own business, to enable him to judge wisely in putting out goods. He is obliged to have access to many sources of information. What a great help it is to the credit man to know he can rely absolutely upon the trustworthiness of his salesmen!

The credit man's position is the most responsible of all in the establishment. Like a woman's work, it is never done. He is first at his desk in the morning and the last to leave at night. Don't add to his cares by being churlish in fancying you are not getting a square deal when your orders are occasionally delayed, or ruled out altogether. In his every action the best interests of the house receive his first consideration. If it were otherwise, how long could it continue to pay you your salary? Too often is criticism of the credit department indulged in, because of the salesman's desire to increase his sales at any risk.

Judging a Credit Customer.

In judging a basis for credit on short notice, when selling to a customer for the first time, the salesman is obliged to act quickly. His time with his customer is necessarily limited. He sells a bill and is on his way to the next town. The habit of observation, alertness, most of all his powers of perception are the qualities which must determine the worth of a new man. The ledger will find him out in the long run—that is not difficult; the thing is to do so on the spot by common instinct.

It is the place of the credit man, and not of the salesman, to ask direct questions, for the attempt to investigate a customer's affairs by that method is offensive, and nearly always resented. It is a barrier to sales-making. Intuition is the only safeguard with which to take the measure of the trustworthiness of a man on first approach.

It is not easy to sell goods to a hard-headed dealer who discounts all his bills. The man to look out for is the one who places his orders with a lavish hand, indicating his belief that a wholesale retirement of manufacturers and jobbers is imminent. Such a buyer leaves usually without even so much as asking your terms. The wary salesman is always suspicious of the man to whom he can sell without an effort. A reckless buyer invites failure from the start. It is only a question of how long the bank can stand the run before his creditors are notified that a smash-up is inevitable.

The Store a Good Index.

The general appearance of a merchant's store or office is a pretty sure indicator of his moral and financial standing. Any evidence of waste, lack of system, or bad management should not be overlooked. A slovenly kept store goes hand in hand with inefficient office management. Haphazard bookkeeping has ruined many a small merchant. It is the common experience of most salesmen frequently to encounter dealers who do not know the cost of things and cannot tell from year to year whether they are making a profit or a loss. Their collections are no better than their payments.

Steer clear of the man who spends money that belongs to his business. The high-liver, however prosperous he may appear, is a menace to credit.

It is a good thing for the salesman to realize that every time his house extends a line of credit to the financially low-water merchant, it is doing him a far better business turn than his local bank in loaning him a few hundred dollars.

The Wholesaler's Position.

With a cash payment of five hundred dollars a dealer obtains a thousand dollars' worth of goods from his wholesaler, and returns home without funds for his current expenses. With the credit thus obtained he secures from his bank a few hundred dollars, for which he gives his note secured by goods in his store as collateral. The wholesaler takes no note, is not secured in any way. Credit is extended on confidence. That is a thing the salesman should know and impress upon his trade when occasion demands. Confidence is the common law of barter and selling with the wholesaler. Confidence has built up the great credit system that rules the commercial world. Confidence makes it possible for the merchant with small capital to do business and prosper if he is honest and hard-working. Therefore, his obligation with his dealer should be safeguarded as religiously as his obligation with his banker. But too often this is not the case. The note at the bank is promptly met because of a wholesome fear of banking methods. If there is not enough to go around when pay-day arrives, the wholesaler is put off with excuses and a plea for an extension.

Customers are not always grateful for financial favors. They seem to forget easily, and are often touchy on the subject. After a long up-hill run, during which they are assisted again and again, finally coming out in the clearing, with a little surplus in the bank and the last payment made, they draw a self-satisfied breath and say, "There now, I've got you paid up. I can do as I please."

It's a great thing to be free from the bondage of debt, and a greater thing to remember with gratitude the helping hand that made deliverance possible. It is the salesman's duty deftly but firmly to persuade customers like this to appreciate and recognize their obligation.

(To be continued.)

AID FOR THE TRAVELER.

Some people think it's an easy matter—selling goods. A man in the manufacturing business said the other day: "It's easy enough when the salesman is showing something the trade KNOW ABOUT. But it's a mighty hard proposition to sell anything, however good, which is not known to the trade." That manufacturer knew what he was talking about; he had tried the selling game under both conditions and now he helps his salesmen by continued and GINGERY advertising in good trade newspapers. Stands to reason, too, when you come to think about it!

Trade News From Atlantic to Pacific

Maritime Provinces

Death of Prominent Halifax Hardwareman—Large Decline in Lumber Exports From New Brunswick—Steel Company Secures Orders for Rails From Foreign Countries.

ST. JOHN.

November 18.—Business continues good in both wholesale and retail hardware circles. Cold weather necessities are much in demand.

The tender of Robert Roberts & Sons for building an addition to the Wiggins wharf, has been recommended to the Common Council for acceptance. Their figure was $10,783.

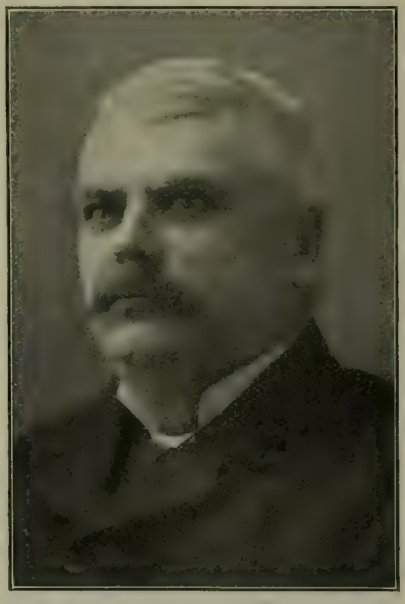
W. S. Fisher, of Emerson & Fisher, hardware dealers, has been elected as the first president of the newly-formed St. John Art Association.

The Bay Shore Lumber Company expect in the spring to export between 15,000,000 and 16,000,000 feet of pulp wood from this Province to their mills in Maine.

The following is a comparative statement of the exports of spruce deals and birch plank to the United Kingdom and the Continent for the quarter ending 30th September, 1907 and 1908. It shows a decline of over 64,000,000 feet for September quarter, 1908:

	1907.		1908.	
Ports.	Spruce.	Birch Plank.	Spruce.	Birch Plank.
Liverpool	20,142,166	325,815	23,575,603	1,063,937
Manchester	51,403,348	479,409	23,714,044	394,668
Fleetwood	2,433,731	.....	.....	.....
Channel	32,670,578	1,629,247	21,524,090	480,042
Glasgow	16,519,336	344,207	11,199,285	312,316
London	16,689,032	2,247,073	11,809,957	1,478,872
Other points	6,993,937	87,151	4,273,106	.....
Ireland	23,621,467	2,015	8,925,978	19,265
Continent	2,380,733	.....	3,120,877	.....
South Africa	213,670	.....	330,641	.....
Total	173,067,998	5,314,917	108,473,581	2,479,100

W. E. H.



THE LATE CAPT. DOUGLAS, Halifax.

HALIFAX.

Nov. 16.—Captain Thomas Douglas, a prominent figure in the commercial life of Halifax, died suddenly in New York on Sunday morning last. He was the business manager of the wholesale hardware firm of Stairs, Son & Morrow, which firm he had been identified with for several years. Last week he visited New York and while there he contracted pneumonia and he failed to rally from the attack. For years he had followed the sea as a master mariner, and he was the owner of the barque Osberga, now at Boston. After retiring from the sea he joined the hardware firm above mentioned, and under his management the business has increased very greatly. He took an active part in politics and was president of the Halifax County Conservative Association. He was fifty-seven years of age and leaves a widow, two sons and two daughters.

Another manufacturing industry has been secured for Halifax. The city council has decided to loan the Anderson Company $40,000, and the establishment of a chair factory, giving employment to 75 men, will be proceeded with at once. Colonel Isaac P. Gregg, of the Boston-Holding, who has been at Coxheath, C.B., looking over the properties of the Cape Breton Mining Company, has returned to his home in Boston.

The Dominion Iron and Steel Company's mills are running on full time and turning out a large quantity of rails. General Manager Jones is reaching out for business in all directions and his efforts thus far have been attended with good success. The mills are now working on an order of rails for India and the steamer Lonestakken, with the first shipment of 4,163 tons, has sailed for Karrachi, India. The rails are for the Southern Punjab Railway. The company has just closed another contract with New South Wales for rails. The order amounts to 16,000 tons. Had not the company received those orders, the mills at Sydney would have had to close down, as all the Canadian roads seemed to be supplied for the present.

The announcement this week that the Canadian Pacific Railway Company is sending Charles Fergie, formerly superintendent for the Dominion Coal Company, to Cape Breton to examine certain coal areas in the Island, is considered of great importance. If Mr. Fergie's report is favorable, it is possible that another big colliery may be opened up, the C.P.R. using the output for its Eastern lines. The company already has its mines in the West, and it now looks as if they are going to take up some of the coal-bearing properties in the East.

Ontario Trade News

English Capitalists Investing in Toronto Departmental and Co-operative Stores —Government Inspection of Galvanized Wire and Roofing Proposed — Peterboro May Secure Natural Gas.

OTTAWA.

Nov. 18.—A visit to the hardware stores reveals a general preparation for Christmas, and indeed already there is a demand for articles appropriate for the gift season. The clarion call "Shop Early," has already been sounded, and if intending purchasers would only harken to it, they would not only lessen the tax on the hardwareman's nerves during the rush, but would be better served and obtain greater choice by promptly visiting the stores as they announce or display their Christmas goods. Business is reported very good and optimism is everywhere apparent.

The building committee of the Separate School Board has authorized the secretary to call for tenders for fire escapes for the Duhamel school, of a pattern recommended by Building Inspector Fotheringham. The escapes will be of the stair variety and thoroughly modern. For the Breboeuf school, a boys' institution, a series of brass or cast iron

poles, similar to those used in fire stations, will be used.

The building permits for last week amounted to $34,500.

G. E. M. H.

PETERBORO.

November 18.—By virtue of an agreement ratified by the City Council at a special meeting, a franchise has been given to a new company to use the city streets for the operation of a gas supplying business. The company is composed of United States capitalists represented in Peterboro by C. E. Dittman, of Wanesburg, Pa., and he has decided that this district will be a suitable field for the operation of a natural gas plant. The company is, therefore, prepared to spend an amount not less than $6,000 for the purpose of boring for natural gas in the neighborhood, and have already taken steps to acquire property. If oil is found as well as gas the company will agree to spend $2,500,000. Mr. Dittman has already secured options on 3,500 acres of land to the west of the city, but about 15,000 acres are required. If the gas is to be found in sufficient quantities to warrant the construction of a plant, the company agrees to begin boring operations not later than January, 1909. Within two years it agrees to have the necessary pipes laid from the source of supply to the city for use, and that the price to be charged shall not exceed 50 cents per 1,000 cubic feet for domestic use, and 25 cents for manufacturing purposes.

The prospects are that a new dam and pumping station will be erected by the city to supply water for the use of the citizens. The present dam has been rapidly decaying during the past few years, and it is not possible it will stand the strain much longer. The water commissioners, who have the preliminaries in hand, consulted Engineer Kennedy, of Montreal, and he in presenting his report advises that a new dam and pumping station be built, that a steam pumping plant in the old station be constructed, and that the using of the surplus power for street lighting purposes be considered. The commissioners asked for and received the permission of the City Council to have the necessary plans drawn up in order to place the whole matter intelligently before the people.

Work on the new concrete wharf at Lakefield has been begun. It is being constructed in three levels to accommodate all classes of boats and barges used in navigation on the Kawartha Lakes. The wharf will be 518 feet long so that a large quantity of cement is necessary.

The Peterborough Lumber Company have closed their mill for the season. They have had a very busy season, the estimated cut being 8,000,000 feet.—B. T. H.

TORONTO.

November 18.—Capt. Strange, of Lewis Bros., Montreal, was in Toronto this week calling on the firm's customers in company with G. C. Young, the new manager of the Toronto branch at 87 York Street.

Fred. G. McBrien, 1,000 Bloor Street west, Toronto, who made a close run last year, has again announced himself as an aldermanic candidate in Ward Six. Mr. McBrien could not have been seated if he had won last January as he was then only 20 years old.

The Metallic Roofing Co., Toronto, are preparing to again take action against the Metal Workers' Union for interfering with its employes and boycotting its products. The former case, won by the company in all the lower courts, was thrown out by the Privy Council on a technicality, the judge in placing the case before the jury having put a question in what was considered an objectionable form. Despite the heavy cost of the previous trial the company intend persevering until they secure a favorable decision and establish a precedent. The new trial is expected to come up in January.

Two co-operative stores have now been opened in Toronto and two more are in process of formation, English capitalists aiding in the movement. So far energies have been directed chiefly to the grocery and dry goods end of the business.—W.W.

HAMILTON.

November 17.—All is ready for the Christmas buying and in another week or so it is expected that the stores will be thronged with purchasers of Yule Tide gifts. Hamilton hardware retailers have begun preparations and already the stores are beginning to assume their Christmas air. There is considerable speculation as to what the season's business will be. It is felt that much will depend on the weather conditions, as they were the principal factor which the merchant had to contend with last year. The three Saturdays preceding Christmas were spoiled by the worst weather conditions of the winter season and the result was that the buyers were loath to issue forth to do their shopping. Heavy falls of snow and sleet tied up traffic and made pedestrianism a very laborious task. Some of the merchants managed to hold their own with the sales of the previous year but as no gain is virtually a loss, the results were anything but satisfactory to them. Others were less successful, their sales having shown a decided dropping off.

Still another feature which had to be contended with and which will also be a factor this year, was the prevailing financial conditions. Naturally after a year of depression the conditions this year do not appear as trying as they did last year when they followed an era of business boom, but it is felt that there will be little variation in the effect from that source this year. Hundreds of working men who previous to the depression had been in receipt of confortable incomes, have been idle or have been working on short time all season and the consequent result will be that limited purchases will be made all round.

Speaking of the display of goods in hardware stores, a prominent hardware man of this city has some very timely ideas on hardware matters and who has on several previous occasions very kindly given his views on such matters for the benefit of others in the trade, expressed himself as believing that hardware dealers generally should adopt the open display system generally with regard to their stocks. This, of course, applies directly to shelf hardware which in the average hardware stores is firmly concealed in numerous drawers or cupboards. He has introduced the system into his business and finds that the sales are very much increased as a result. The idea involves the placing of all light hardware in open compartments on the counters. Of course, many stores will not permit of the adoption of this principle on a large scale because of the lack of space, but the dealer in question firmly believes that it should be adopted as far as possible. The success of the system, he says, will be rapidly proven by the sales. Customers have then the opportunity of seeing many little things which they would not think of asking for, but when once seen, meet their fancy at once.—D.L.

GALT.

November 17.—Business in all lines in Galt is exceptionally brisk at present. The industrial concerns are all well supplied with orders, and once more the whistles can be heard at seven o'clock and six o'clock, instead of eight and five. And no surer sign than this could be had that the industrial depression is a thing of the past.

The Goldie & McCulloch Company have recently shipped large safes to Vancouver and St. John, N.B.

The Parkin Elevator Company, of Hespeler, has the contract for erecting the fire escapes on the Town Hall.

Hardware merchants are preparing for the Christmas trade and a number are planning for something extra in the way of window displays.

The Warnock Edge Tool Factory, which was recently declared insolvent, has been running for the past few weeks clearing up the orders on hand, after which it will be closed down indefinitely.

The S. H. Knox store will be opened in Galt on Saturday next. The Knox people do a large business in graniteware and tinware, and a considerable portion of this trade will be diverted from the hardware stores.

Since the recent explosion in Brantford the inspectors of the Dominion Natural Gas Company are not allowed to light matches in order to read the meters. Small electric pocket searchlights are provided for the purpose.

The Gas Company has given up the sale of stoves, and in future these must be purchased from the hardware dealers.

With the approach of winter many residents who have had gas placed in their furnaces are becoming apprehensive. The gas usually freezes up on cold days, and there is no promise of a better condition of affairs thir year.

Hardware travelers are exceptionally numerous, but none have any complaints to make about the condition of trade.

An interesting case was heard at the Galt Division Court on Tuesday last. A traveler named Laidlaw sued the proprietor of a local hotel to recover $28.50, the value of an overcoat left in the hotel office and which subsequently disappeared. The traveler had taken his coat into the office and hung it on one of the lock hooks; he locked the mechan-

ism and put the check in his pocket. When he returned an hour later the coat was gone. The proprietor refused to settle and the suit followed. The defence took the ground that the traveler had not left his coat in the hands of the proprietor and that a notice on the register stated that the proprietor would not be responsible for coats, etc., unless they were left in his charge. The judge ruled that the mere fact of such a notice on the hotel register did not absolve the proprietor from responsibility. Judgment was given for the plaintiff for the full amount.—B. E. C.

GUELPH.

Nov. 17.—The cup won by Thomas O'Brien, of the Bond Hardware Co., in the recent Thanksgiving meet, is on exhibition in the window of the store, surrounded by an excellently arranged display of other silverware, of which the Bond Hardware Co. make a specialty. The south window is trimmed with lamps which, when lit at night, prove an effective advertisement.

The grand jury, at the fall assizes, found a true bill against the City of Guelph for creating a nuisance at the sewage disposal works. This means that filtration beds will have to be installed by the city. A true bill was also brought against the G.T.R. for the wretched state of their station accommodation here, and unless some remedy is made the charge will come up at the spring assizes.

The third annual banquet of the Retail Merchants' Association of this city was held in the Royal Canadian Cafe on Thursday evening, when about ninety persons were present. President Waters occupied the chair and at the head table were seated H. Occomore, secretary; W. B. Zieman, president of the Ontario Retail Merchants' Association; D. Allan, of the Board of Trade; Mayor Newstead, G. B. Ryan, Alex. Stewart and M. Weichel, Elmira.

The president paid a warm tribute to the very efficient work done by the secretary, H. Occomore, who in spite of his growing tinsmith and stove business, gives his time to the interests of the association. He touched upon the good results of the association's work, more especially the list of delinquent debtors on file in the secretary's office for any merchant to see.

At the meeting of the Commercial Travelers' Association of Canada, Adam Taylor, of Taylor-Forbes, was elected vice-president of the Guelph Board, and C. Kloepfer, director.

A new armory will be built at Preston for the accommodation of the new cavalry regiment company of South Waterloo.

Oliver & Son, who secured the contract for the cement work at the new factory of the London Machinery Co., have been awarded the contract for the cement flooring of the Eramosa Bridge.

Cyrus Dolph, of the Preston Metal Shingle and Siding Co., is spending a vacation in Montreal and other Eastern points.—A. W.

CHATHAM.

November 17.—"Business is booming," is the watchword all along the line this week. Several gas fitters anticipate that their present orders for installing gas services will keep them busy till away into the winter.

There was a pretty good turn out for the meeting of the Retail Merchants last Tuesday evening, and more than ordinary interest was displayed. Arrangements were made for revising the association's credit list, with a view to protecting the members from the usual winter accumulation of bad debts. Ways and means of making the association more interesting and beneficial were discussed, W. E. Parrott and T. W. Poile being appointed to arrange a suitable programme for the December meeting.

The prospects for a good winter business are very bright," was the statement made the other day by Supt. Cornelius, of the Canadian Wolverine Company, manufacturers of brass goods and plumbers' supplies. "It will be necessary for us to enlarge our factory. We are already building an addition, and the new machinery is now on the way to the factory, and in the course of a few weeks will be installed." The company has done a good business since its establishment here, about a year ago, and the addition to the building and plant will mean a larger staff of employes.

There is talk of a couple of new industries locating here, but nothing definite has as yet transpired, nor is any definite information forthcoming from the Civic Industrial Committee, beyond the fact that negotiations have been for some time in progress.

P. Cheevers, representing the Metal Shingle & Siding Company, of Preston, called on Chatham customers this week.

On Nov. 10 the natural gas supply was turned on for trial purposes in Blenheim, the inaugural illumination being witnessed by a large crowd. The natural gas company and the various Blenheim gas fitters are busy installing services.

The R. Watt Machine Works, Ridgetown, have moved part of their foundry to their property near the Pere Marquette, where their plant has been enlarged to accommodate increased business.

Norman Stewart, formerly of the R. Watt Machine Works, Ridgetown, has taken a position in West Lorne.

W. C. Crawford, Tilbury, has returned from attending the American Handle Association at Memphis, Tenn., as a delegate from the Canadian Association.

Capt. Ellis, of Windsor, representing the Colonial Portland Cement Co., Wiarton, was in Chatham and vicinity in the interests of that company last week.

Robt. A. Moore, implement agent for the Blenheim hardware firm of J. W. Fleming & Sons, recently joined the ranks of the benedicts, his bride being Miss Hattie Lott, of Merlin.

The contract price of the new Leamington post office, for which Contractor Carswell, of this city, was the successful tenderer is understood to be $20,000.

The Wm. Rudd carriage factory at Dresden was partially destroyed by fire last week, the Tolmie & Graham basket factory, recently established, being also sufferers. The building will probably be rebuilt.

In connection with the recent election of A. B. McCoig as M.P. for West Kent, a plank of Mr. McCoig's pre-election platform will prove of interest to manufacturers of and dealers in galvanized roofing and fence wire. He strongly advocated that the principle of government inspection now applied to binder twine be extended to galvanized wire and galvanized roofing in order that the purchaser of either might have a positive guarantee of the amount and quality of the goods purchased. There is little doubt that Mr. McCoig will make strong efforts to have this policy carried into effect.—W. E. P.

LONDON.

November 17.—Retail trade in the hardware line is only fair, but dealers are daily expecting a brisk revival, which once it sets in, it is hoped, will continue throughout the winter. There has thus far been a very good demand for stoves and ranges and now that there is some snow on the ground, which looks as though it were going to stay, dealers are putting sleds and sleighbells in their windows and outside their doors.

Nothing has yet been done in the direction of organizing the retail hardware trade, though practically every man in the business admits the advantage of their getting together. Meanwhile there is considerable price-cutting going on in a quiet way and there is no available means of stopping it.

Officials of east end factories who have kept a keen eye on financial conditions feel certain that prosperity is returning, and are confident that by spring everything will be running as briskly as before the stringency. Frank Forrestal, manager of the London and Petrolia Barrel Company, states that though that concern is not being rushed with orders, conditions show a very noticeable improvement. Other factories are in the same position, while quite a few are approaching the running overtime stage. On all sides the feeling is optimistic, people feeling assured that with the Dominion and United States elections over there is nothing to keep back good times.

The Electrical Construction Company of this city has been awarded the contract for wiring the new buildings at Victoria Hospital. The Canadian Fire Engine Company, also a local concern, has secured the contract for building two new combination chemical and hose wagons for the new fire halls.

The C.P.R. has just completed the building of a new wire fence along its line between London and Windsor and for some distance east of this city. The old barb wire fence, which had done duty for many years, had been burned down in many places and become useless as a guard to keep cattle off the track. The new fence is a great im-

provement on the former one and required many tons of wire to build it.

The City Gas Company is putting up a big fight against the granting of a franchise to the London & Western Counties Pipe Line Company, which proposes to pipe natural gas from the rich Port Dover field to London, a distance of sixty miles. The applications for franchises which have been put in by American parties are believed to have been inspired by the City Gas Company, with the view of complicating matters. The latter company's franchise is perpetual, but not exclusive and it naturally is anxious to keep out competition. If, however, it will agree to distribute natural gas for the London and Western Counties Pipe Line Company, the latter would likely withdraw its application. One thing is certain, natural gas is to be had in abundance and the citizens are determined it shall be brought here.—F.T.Y.

INGERSOLL.

Nov. 17.—Since the deer-hunters began preparations for their two weeks' sojourn in the north woods trade has been unusually brisk with the local dealers. The rush commenced with the demand for cartridges and other hunters' requisites. Then the gradual drop in the temperature, necessitating attention to stoves and furnaces and all heating appliances in general, has been a means of keeping the hardware merchants, tinsmiths and plumbers stepping pretty lively, as the average householder is greatly alarmed by the first fall of snow if everything is not just right at home. Then, of course, there is the usual difficulty—everyone wants his job done first—and as a result any day recently the trade could have hung up the old card "This is my busy day." The season, from what can be learned, has opened with a good demand for furnaces and stoves and most of the dealers are carrying extensive lines. Times are evidently as good as ever and a successful Christmas trade is anticipated by all the dealers.

What might be termed the formal opening of the well-equipped factory of the Reid Foundry and Machine Company took place last week. On the invitation of the company several of the members of the council, and representative business men were present to witness the taking of the first "heat" from the cupola.

The foundry is equipped with all modern appliances used in an establishment of this character and they handle both light and heavy castings with the same ease and despatch. Some of the castings handled on this occasion weighed nearly 1,000 pounds.—G. F. J.

The contract for a frame school at Sutherland has been let by the Nutana school board to F. H. Webb, for $1,794. Work has already begun on the structure which will be 28½x44½ feet, with tower and basement. It is expected that the building will be occupied by the end of the year.

The Prairie Provinces

Number of Travelers on the Road Said to be Three Times as Many as a Few Months Ago.

SASKATOON

November 14.—That business conditions in the leading concerns in this city are on a sound basis is evident from the encouraging reports given by some of the leading business men. Only a few were interviewed by your correspondent, but each held a very optimistic view with regard to the future. In most cases business was reported to be greatly in advance of last year, while in other cases an equal volume of business had been done. Contrary to expectations, the springing up of other towns along the various lines has not interfered very much with the commercial trade of the city. What has been lost by distant places being connected up with railways has been gained by the trade from the new towns by rail, a fresh influx of city customers, chiefly due to railway development and new business establishments springing up. In all lines of business there is a feeling of contentment that a good trade was done and all are looking forward to greater expansion next year.

A striking indication of the increasing volume of trade in Saskatoon and in the territory reached directly from this city is found in the rapidly growing number of commercial men passing in and out of the city. There are three times the number of traveling men calling at the city now that there were a few months ago.

M. Isbister & Son state that business has been larger this year than last. This is applicable to the hardware business as well as to the tinsmithing and hot water heating departments which have greatly expanded. During the last three months a feature of the hardware business has been the large amount of goods sent out in a jobbing way to the towns springing up along the various railway lines.

On Wednesday evening the city council opened tenders on a block of 5½ per cent. debentures to the amount of $56,610. There were several bidders and that of the highest was accepted at $62,487, or at the rate of $1.10⅜. The city is at present considering the construction of a foot-bridge over the C.N.R. yards at Twentieth Street, and a by-law will be submitted as a bridge has become a necessity between the two sections of the city. D. G. R.

British Columbia

Flett's Hardware Store at Vancouver to Become Headquarters for Sporting Goods—Victoria Paint Factory Enlarging.

VICTORIA.

November 14.—The Victoria Machinery Depot has supplied a 150 h.p. boiler to W. J. Pendray & Sons, manufacturers of paints and soaps, The soap manufacturing plant of this firm has been increased, necessitated by greater business, and vats, etc., have been added. W. J. Pendray has just returned from a trip to Europe, where he inspected many of the large paint factories, with the result that he has ordered machinery, which, when installed in the factory here, will enable the firm to have as up-to-date a plant as any. B. R.

November 14.—Business in the hardware trade still continues active, and as far as builders' hardware is concerned, is likely to remain good. In the last three days building permits have been issued to the value of $33,000. Almost all of this being for new work, one being an $8,000 dwelling.

During the past week the B.C. Electric Railway Company has distributed their annual bonus. Every employee who has been with the company one year or more, from the highest official to the lowest, will benefit by the profit sharing plan adopted by the company. There has been distributed in all $45,000, here, in Vancouver and in Westminster, each employee receiving $66.78 as his share.

T. Mortimer, of Toronto, representing a number of English hardware and cutlery firms, has been in town this week.—W.B.C.

VANCOUVER.

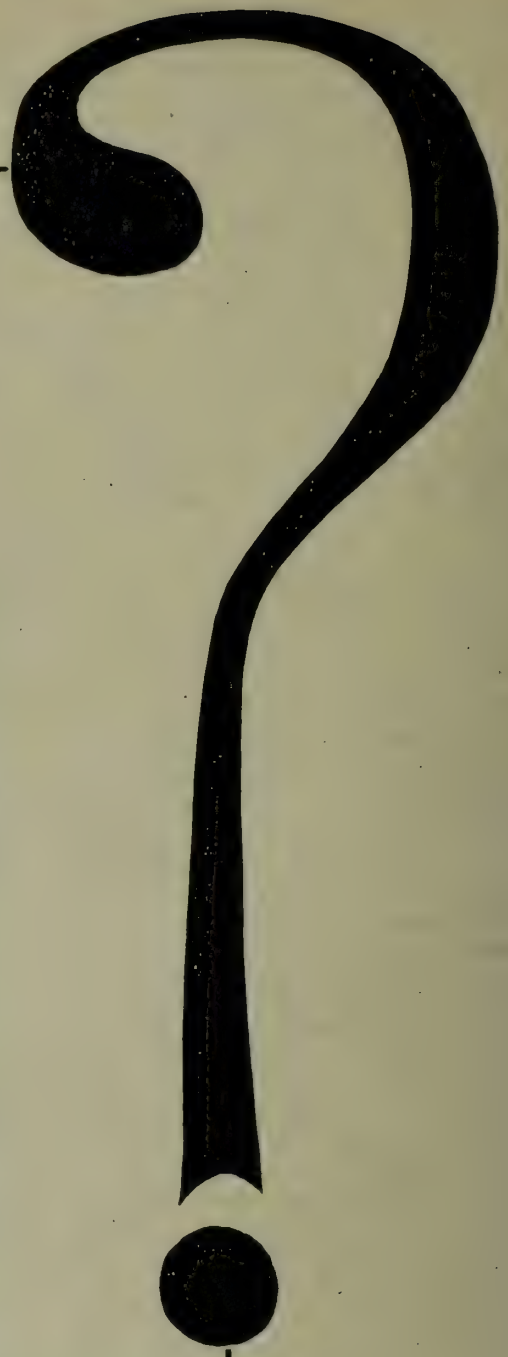
November 14.—At the annual meeting of the B. C. Timber and Forestry Chamber of Commerce held on Wednesday evening, a tone of optimism was noticeable. The lumbermen are of the opinion that an era of activity will soon open, and that the volume of trade thereafter will be steady. The industry has been suffering from depression for a year past, and had it not been for local business there would have been very little doing.

The outlook in the mining trade is the most encouraging of all. Reference was made to this previously, but each week comes further news of new deals and strikes made during development. the best part of this is that operations are being conducted in all parts of the province, indicating the increasing interest that mining men are taking in British Columbia.

C. L. Burtch, who was formerly with Ashdown's, in Winnipeg, and latterly in this city, has taken charge of the sporting goods department of Flett's hardware establishment, it being the intention to make it one of the best in the province. Mr. Burtch is assisted by F. Birkett, formerly with McLennan, McFeely & Co., and who is an English gunsmith of 30 years' standing. The sole agency for Vancouver has been secured for the A. G. Spalding Company. Every line of sport will be catered to by men who understand the business.

Permits for the past week totalled in value $146,550. Three large structures are included in the list, one for A. B. Williamson, on Cordova Street, to cost $35,000; A. C. Flumerfelt's warehouse, on Railway Street, $25,000, and a brick and concrete store on Westminster Ave. $40,000, to be erected by J. G. Scott. In noting the number of permits issued for the first ten months of the year, which was 1,447, the feature is that while that figure is less than for the same period of 1907, when 1,461 permits were issued, the value is much greater. The aggregate this year is $5,268,445, as compared with $4,607,630, showing that a better class of buildings is being put up. Several large business blocks have been erected this year, with others under way, and another year will make a great difference to Vancouver's downtown. R. B. B.

CAN WE HELP YOU



There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinners' tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want. ad." and in four days' time practically every hardware merchant, clerk, hardware manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap.

We can help you but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

RATES : (*payable in advance*) 2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.

HARDWARE & METAL

Montreal **Toronto** **Winnipeg**

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

EVERY HARDWAREMAN should handle the Time Saving Coupler. It is a sure saver of time and temper; it works simply and instantaneously, and its joints are absolutely watertight. The unusual advantages possessed by the Time Saving Coupler will make it popular among your hose using customers. (tf)

EVERY stove man should have a Patent Down Draft Base Burner Stove, 15 inch fire pot. Makes more heat with less coal than a $40.00 stove and only costs $13.50. Send in your order. Address W. J. Mundy, Gorrie. (47)

FOR SALE.—On easy terms to responsible party, one of the oldest established hardware businesses in Eastern Ontario. Stock $4500.00, turnover about $15,000.00 a year. energetic man can easily increase. Good reason for disposal. Address Box 762 HARDWARE AND METAL, Toronto, Ont. (48)

FOR SALE—Safes. Fine new fireproof safe, new burglar-proof safe; latest type; prices right. The Canadian Fairbanks Co., Ltd., 26-28 Front St. West, Toronto. (44f)

ONE WILSON WAGON SCALE, 3 beam, Diamond steel bearings, 8000 lbs. In first-class order. Address Box 23, Whitechurch, Ont. (47)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

CHAINS, ANCHORS, &c.—A Lancashire firm manufacturing chains, anchors, windlasses winches, capstans, steering gears, tanks, iron buoys, pontoons, lighters, dock accessories, &c., desires to communicate with Canadian firms, with a view to opening up business connections. (15388,45)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED—Salesman to cover territory Province of Quebec and Eastern Ontario. Applicant must have good connection with wholesale and manufacturing trade and be experienced in wire and wire product lines. Box 766, HARDWARE AND METAL, Toronto. (48)

WANTED For England, specialities, patents, etc., also good agencies. The Utility Trading Co., 410 Birkbeck Bank Chambers, Holborn, W.C., London. (47)

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

RETAIL HARDWAREMAN, with wide experience, wishes to establish himself as manufacturers' agent in Toronto, and would like to correspond with manufacturers who are interested. Best of references can be given. Address Box 101, HARDWARE AND METAL, Toronto. (tf)

HOW TO MIX PAINTS, by C. Godfrey.—Simple treatise for the practical painter. Special instruction given as to how the principal colors may be produced, and also matching a given shade. Subjects dealt with include Mixing Paints, Straining Paints, Brushes, Tints and Shades, Colors in General Use, Color Harmony, Displaying Colors, etc. Price 50 cents. TECHNICAL BOOKS, 10 Front St. East, Toronto.

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad. under the heading, would probably put you in touch with the right man.

PARTNER WANTED — Practical tinsmith, with about $800 to $1500. For particulars apply Box 29, HARDWARE AND METAL, Winnipeg. [47]

MISCELLANEOUS

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

650,000 Not one of the 650,000 retail merchants who have bought a National Cash Register would think of doing business without it. The National Cash Register Co., F. E. Mutton, Canadian Manager, Cor. Yonge Street and Wilton Avenue, Toronto, Ont.

ATTENTION Hardware Specialty Manufacturers.—Let me sell your goods on commission. No sale, no charge. Oscar Larson, Box 545, Sault Ste. Marie, Mich., U.S.A. (47)

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

A COMPETENT counter shelf hardware salesman. Give experience and references. Address Box 759, HARDWARE AND METAL, Toronto. [47]

PRACTICAL MAN, with knowledge of stove manufacturing, for assistant superintendent. P. O. Drawer 256, Hamilton, Ont. (44tf)

WANTED—Tinsmith; steady employment; must have good references; state age, whether married or not, wages expected. E. S. Hubbell & Sons, Thamesville, Ont. (44 f)

WANTED—Young man for clerk in general store; send references and state wages without board. A. S. Lambe & Son, Meadowvale. (44 f)

WANTED—Hardware Salesman, must be experienced, for manufacturer doing business largely with the jobbing trade. Must furnish the very best of references as to ability and character. None but experienced Canadians need apply. Box 764 HARDWARE AND METAL, Toronto. (48)

YOUNG MAN WANTED for retail hardware who has two thousand dollars to invest. Good security. Box 760, HARDWARE AND METAL, Toronto. (48)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

WANTED—Position as traveller or salesman; over 20 years' experience in heavy and shelf hardware, also housefurnishings. Have been city traveller for one of the largest firms in Canada for the last five years. Can furnish best of references. Box 765, HARDWARE AND METAL, Toronto. (48)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

WANTED—FIELD FENCE SALESMAN—Advertiser is open to receive applications for the above position. Apply, stating references, experience and salary expected, Box 763, HARDWARE AND METAL, Toronto. (47)

BOOKS FOR METAL WORKERS

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid.

TINSMITHS' HELPER AND PATTERN BOOK by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid.

HOW TO MIX PAINTS—This treatise, prepared for the practical painter, shows not only how to mix paints but how to match a given color. Contents include Mixing and Straining Paints, Brushes, Tints and Shades, Color and Harmony, etc. Price 50 cents, postpaid.

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

Winnipeg has been counting up her efforts in the building line for the past year and finds that they are decidedly satisfactory. The sum total is not so large as that of 1907 though; it is somewhat less than a million dollars behind. The gratifying feature, however, is that whereas in 1907 from July onward the building permits steadily decreased in volume and value, during 1908 from July onward the permits increased both in number and value. The number of permits for October, 1908, being 144, and of a value of $429,600, against 95 of a value of $134,000 in 1907, it is quite probable that the months of November and December will go far to removing the balance to the side of 1908.

Two costly buildings erected by the Federal Government during the year are indications of the growing importance of Winnipeg. One of these is a $60,000 branch post office. This is situated in the north end of Winnipeg on the corner of Magnus and Main Streets, a spot that five years ago was considered a remote suburb. The most important building, however, attempted by the Federal Government, as well as one of the most costly to be erected this year, is the new examining warehouse. Reference was made to this a couple of weeks ago in connection with the large amount of structural steel used. The building will cost when complete close upon $300,000. It is 81x225 feet, four storeys and basement. The first floor is 20 feet high, the second and third 17 feet and the fourth 16 feet. It is built entirely of red brick, with steel frame and cement floors and is as perfectly fireproof as anything can be made. The extent of this warehouse and the speed with which it is being rushed to completion is a concrete evidence of the development of Winnipeg, and for that matter the West generally, for much of the freight that is examined at Winnipeg is for western points as well as for the city itself.

Tar Paper Factory.

A factory that has been added this year suppl es a long-felt want for the West, and that is the tar paper factory just completed by the Merrick, Anderson Co. The plant includes the factory proper, a warehouse and tar tank, all situated in Winnipeg's new suburb of Elmwood. The cost was $65,000. The factory building is of reinforced concrete and fireproof. The tank, which is of the same material, has a capacity of 8,000 gallons. The consumption of tar paper in the west is enormous and the untarred paper is cheaper and easier to bring in than when tarred, so that the erection of this factory is one more step in the direction of facilitating building operations in the West.

The Prairie Oil Co. suffered a very heavy loss through fire during the week, their warehouse and plant and one of the large oil tanks was completely destroyed the loss being estimated at $40,000, with only partial insurance. Four tanks of oil and three cars standing on the track were saved by the firemen. The stock carried was heavy at this time of the year, both in oils and coal tar. Very great sympathy is expressed for the company among business men, owing to the fact that they were burned out in Norwood two years ago and their loss then was a heavy one. The men composing the company are young and plucky and already they announce that the plant will be replaced as speedily as possible. There is no clue to the origin of the fire.

The Royal Crown Soap Co., of Winnipeg, and the Royal Soap Company, Limited, which is really a branch of the same concern, have bought out the assets of the Standard Soap Co., of Calgary, and the Calgary business will be under the direct management of M. Bull, who at present is president of both the Winnipeg and Vancouver companies. There will be a new company formed for the Calgary business, however, and the men who will compose it are all well known in the West, in fact, they are all western men, A. N. Nanton, G. R. Crowe, W. R. Allan, W. A. Black, of Winnipeg; J. A. Mitchell, of Victoria, formerly of Winnipeg; F. T. Schooley, of Vancouver, and Pat Burns, of Calgary.

It is less than 25 years since the Royal Crown Soap Co., of Winnipeg, was formed, and commenced operation in the most primitive way, and many were the wise heads shaken at the idea that any manufacturing business could be successfully carried on in Winnipeg, and compete in price and quality with goods brought from the East. M. Bull, who had the courage to start, went on his way quietly, producing a first-class article and one that wherever it was used was called for again. To-day the Winnipeg factory of this company is one of the largest and best equipped soap factories in Canada. The one at Vancouver that has been in operation for some years is also an excellent factory, and now the Standard Soap Works, of Calgary, with their large plant, has passed under the same successful management. Every sleeping car on the Canadian Pacific and every one of their steamers on the lakes and also their steamers crossing to the Orient help to advertise the Royal Crown Soap, for their famous Witch Hazel brand is put up in tiny cakes especially for this trade. The Royal Crown Soap Co. is one of the things of which westerners are intensely proud, because it has been built up almost exclusively by western pluck and with western capital. This new extension will be welcomed with interest by the trade everywhere.

One of the events of November will be the holding of the annual municipal convention at Brandon. This convention is a matter of quite recent growth, but it is taking hold of municipal problems with both zeal and discretion and already much good has been accomplished. This year among the important measures to be discussed is that of municipal fire protection, a general revision of the municipal acts and municipal hail insurance. These are very live topics in the West at the present time.

Grain Markets.

The wheat situation has changed little during the week. The receipts have passed all records, as have the outward shipments from the head of the lakes. In face of these receipts prices have been very firm and again it is possible to report an advance for the entire week, though there have been periods of slight reaction.

There has been rather more interest in coarse grains during the week and the price for oats has advanced, but flax has made quite a phenomenal market, jumping 2c and 3c a day. Receipts of flax to date have been very much in excess of 1907, to the same date, in fact, nearly three times as much, yet the market soaks them up like a sponge. The cause of the advance in flax is generally attributed to the damage done by frost in the Argentine, and an only fair to middling crop in the United States. The average of the United States for the past six years has only been 9.7 per acre, and though the Government places the yield this year at 9.5, well-posted authorities state that this is entirely too high and that it will not go over 8.5, which would give a total crop of a little over 24,000,000 bushels. The crop of the Canadian West is not a large one, but if present prices are maintained, it is likely to be quite a factor in the aggregate income of the West.—H.

Hardware Markets.

Business continues to improve and the jobbing houses expect a steady sorting trade during the winter months. While there has been no return to the heavy bulk orders which were characteristic of the western hardware trade up to a year and a half ago, there is a steady demand for goods in smaller quantities, and it is evident that the retailers have no intention of carrying the big stocks which they once were in the habit of ordering. Supplies for the building trade have been moving in larger quantities, but there will be no big rush until the spring. With the early close of navigation there has been a considerable movement of heavy goods to the lake front from the eastern points of supply.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6. 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.75; 5-6x5, 6 and 7, $4.40; ⅜x6, 7 and 8, $4.25; 7-16 x7 and 9, $4.15; ½ x 8, 9 10 and 12, $4.05; ⅝x10 and 12, $3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine,

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware

EDMONTON, ALTA.

G. F. Stephens & Co., Limited

WINNIPEG AND CALGARY

Headquarters for

Polished Plate Glass
Window Glass
Figured Glass
Leaded Art Glass

For anything in Builders' Glass, send in your specifications and let us figure on them. Quotations given either by wire or mail. Years of experience, the finest equipment and ability of the highest order enable us to ship same day as received.

SUCCESSFUL ADVERTISING,

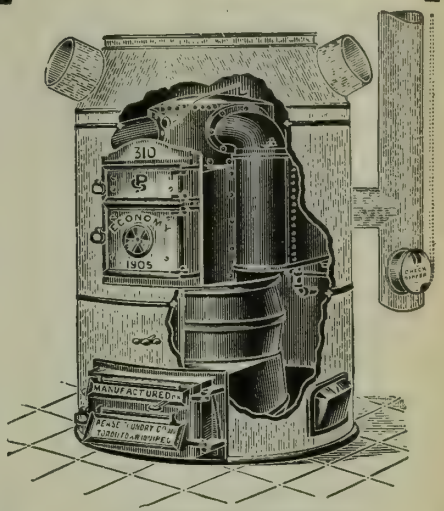
HOW TO ACCOMPLISH IT.

By J. Angus Macdonald.

Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

PEASE "ECONOMY"



The Highest Type of Warm Air Efficienoy

The concrete result of a quarter of a century's experience in Heating Engineering and Furnace Manufacture. **Simple, solid, scientific** and equipped with all the improvements known to modern Furnace Construction. Built for the purpose of **heating**, not for the sake of **competing.**

The Pease **"Economys"** installed by us **23 years ago in Canada are to-day as good as new** and have stood the strain of expansion and contraction through all these years **with practically no repairs.**

With such a record, do you wonder why there are now over 79,000 "Economys" in use? "Economys" are the most **Reliable, Efficient, Durable** and **Powerful Heaters** manufactured

They are **easy to install; easy to keep clean;** and their close fitting door and dampers make them **the most perfect regulating Heater** on the market.

The **"Economy"** is a little higher in price than other makes. This difference in price is not added as a premium because of the extraordinary demand for "Economys," but it is because **they cost more to manufacture** and this difference is **saved every year in fuel alone.** Every "Economy" is assembled, fitted, mounted and carefully inspected before it leaves the Factory.

We manufacture Warm Air Furnaces;
Warm Air and Hot Water Combination Heaters;
Round Steam and Hot Water Boilers;
Sectional Steam and Hot Water Boilers;
Tubular Steam Heaters and Ventilators.

Send for Illustrated Catalogue

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 per cent. copper; No. 7, 29c; 8 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7; 3-16, $5.50; ⅜, $4.90; 7-16, $4.70; ½, $4.40; ⅝, $4.20; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel, 35; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

STOVE PIPES—6-inch, $9.25; 7-inch, $10.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ p.c. Other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $36; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼c; pure manila, 13¼c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12 smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs. $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.30; Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

PIG LEAD—$5.50. Lead pipe, $7.

SHEET ZINC—Casks, $8; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9.00; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45.00; 4½, $52; 5, $58; 6, $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON — Apollo 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

TIN PLATES—I.C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50; ½ box, $6; IXX, full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS — White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, bbl. lots, 65c. Linseed oil, raw, 62c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Nov. 20.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85 brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2, cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, $8 doz.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11½c per lb.; British manila, 12½c; pure manila, 15½c.

BUILDING PAPER—Plain, 62c per roll; tarred, 82c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

WESTERN CANADA GOSSIP.

J. W. Driscoll, who for many years has been manager in Winnipeg of the Western branch of the McClary Mfg. Co., has resigned. Mr. Driscoll is being urged by his friends among the business element to stand for election to the Board of Control, and will probably consent. He is one of the shrewdest business men in Winnipeg, and if he consents to give his time to public life the city is to be congratulated.

F. R. Newman, manager of the Winnipeg branch of Caverhill, Learmont Co., has returned to his desk from a flying trip south and east.

McTaggart Bros., hardware dealers, Windthorst, Sask., have sold to Glover Bros.

The Prairie City Oil Co., Winnipeg, had their plant destroyed completely by fire on November 13. The damage is placed at $35,000.

John Arnett and O. R. Johnston are opening a new hardware store in Brandon.

The Vulcan Iron Works, of Winnipeg, have instituted an action for $50,000 damages against the machinists', boilermakers' and blacksmiths' unions, and also ask for a perpetual injunction against the picketing of the company's works. The suit is the result of a strike and lockout at the works in May, 1906.

C. H. Prest, hardware dealer, Kelliher, Man., has been burned out.

A. McLeod, dealer in hardware and implements, Perdue, has opened a branch at Lenny.

DEATH OF SUCCESSFUL TRAVELER.

J. H. Morin, who was connected for 32 years with R. C. Jamieson & Co., of Montreal, and left to take up business for himself in Toronto where he formed the firm of J. H. Morin & Co., succeeding P. D. Dods & Co., died on Friday at the Hotel Dieu, Montreal. The deceased was 53 years of age and was an officer of the Dominion Travelers' Association, and was very well known to business men of Toronto and Montreal. He leaves a wife, a son, and two daughters.

Sheet Metal Building Materials

Cornices, Skylights, Ventilators
Finials
Corrugated Iron, straight or curved
Metallic Shingles, Siding, Coiling and Lath
Fireproof Windows, Shutters and Doors
Pressed Zinc Ornaments

WRITE FOR CATALOGUE and QUOTATIONS
RELIABLE GOODS ONLY—NO CHEAP TRASH

The Metallic Roofing Co., Ltd.
Manufacturers
TORONTO WINNIPEG

ROSS BROS.
LIMITED
HARDWARE ONLY

"Alberta Oaks"

are not light, undersized, shoddy, thrown together articles, but heavy, full-sized, well made goods that have already established a reputation for themselves in Alberta.

We solicit your orders.

EDMONTON, ALBERTA

Why Sherwin-Williams Products are so Profitable to Handle

Sherwin-Williams Paints and Varnishes have always had the name of being the best paint and varnish products made. It's this established reputation among paint and varnish users that makes Sherwin-Williams goods so profitable to handle. They are easy to sell, uphold your reputation as a reliable merchant and reduce complaints to the very minimum.

SHERWIN-WILLIAMS
PAINTS AND VARNISHES

give *high quality* results because we put *high quality* materials and workmanship into them. We use every effort to safeguard their manufacture. The great care we take in testing raw materials and finished products is but one instance, but it is an important one. As nothing is ever allowed to leave our factory that does not measure up to the highest standard of quality in every respect, the dealer who handles Sherwin-Williams Products is absolutely safeguarded in all dealings with his customers.

Write us for interesting information.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

460

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

BAS-KA-NO and LIN-UNA
TAPESTRY BURLAPS

New and attractive wall coverings for decorating walls of halls, stairways, bathrooms, dining rooms, etc. Latest colors, standard widths.

A sample book showing colors and full particulars for the asking. Drop us a post card.

The Winnipeg Paint & Glass Co., Limited
CALGARY - WINNIPEG

When writing advertisers kindly mention having seen the advertisement in this paper.

Novelties for the Hardwareman

SANITARY CARPET CLEANER.

One of the newest and most effective carpet cleaners is the "Duskot," manufactured by the Sanitary Carpet Cleaner Co., Stair Building Toronto. It has many advantages which commend it

Sanitary Carpet Cleaner.

to the trade in that it is a cleaner and not a sweeper, and is the only vacuum carpet cleaner that a woman can use alone. It applies the pneumatic principle of cleaning coverings and rugs by hand and sucks all the dirt right out of them. It removes all the fine particles of dust from the fabric, raising the pile of the carpet or rug, and is one of the cheapest and best devices on the market.

HANDY FENCE TOOL.

A handy device for the farmer, the fence builder and others, is Breiding's Parrot Beak Staple Puller. It is a complete fence tool and is made by the Evan L. Reed Mfg. Co., Sterling, Ill. It is the only staple puller that will go in the wood after and pull any staple. It will last a lifetime, and weighs only two pounds. It will not bend wire or staples. It is particularly handy for the farmer who will find it indispensable as a fencing tool, as it will pull and drive staples, cut and splice wire. The staple puller

Parrot Beak Staple Puller.

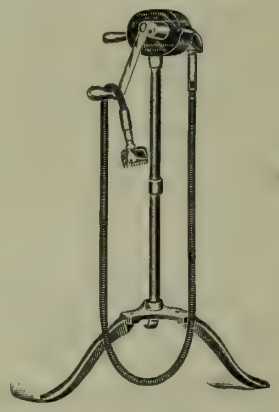
can also be used as a hammer, and is valuable for many other purposes, being very solid and durable.

THE PHENIX HANGER.

In the line of hardware specialties, considerable attention from the trade is being attracted to the Phenix hangers and fasteners which are made by the Phenix Manufacturing Co., Milwaukee, Wis. The Phenix hanger solves the problem of how to hang storm windows and window screens. By it they can be easily hung or removed from the inside at any time. The special features of the Phenix hanger and fastener are ideal ventilation, removal of all objections to storm sash and entire screens, etc. Many other decided advantages possessed by the Phenix hangers commend themselves to architects, builders, contractors and householders. They are being handled largely by the trade.

BALL BEARING CLIPPING MACHINE.

The Stewart No. 1 ball bearing clipping machine illustrated below, is a splendid little machine that has made an enviable reputation for itself in both this country and the United States in the last three years. So good and so satisfactory has it been that imitators



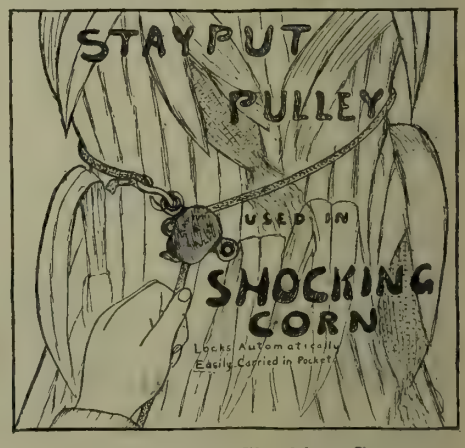
Ball Bearing Clipping Machine.

have sought to duplicate it and secure some of the business which its popularity has created, but it still stands as the one enclosed gear ball bearing clipping machine on the market. The gears are all enclosed, away from dust and dirt; they are cut from the solid steel bar and run constantly in oil, so that there is very little friction or wear. There is six feet of the highest grade flexible shaft and the famous Stewart one-nut extension clipper knife. This knife is said to be the simplest and the most perfect of all clipper knives. This machine is manufactured in large quantities by the Chicago Flexible Shaft Company, 250 LaSalle Avenue, Chicago. Dealers can do a splendid business with this machine in season as the makers are good advertisers to horse owners and help the dealers in every way to create a demand for them, and most of the jobbers in Canada carry a good stock at all seasons.

Self-Locking Stayput Pulley.

THE STAY-PUT PULLEY.

A pulley that will stay put has arrived in the shape of the Universal Self-locking Stay-put Pulley. It locks or unlocks by merely pulling on the cord. The pulley is made of pressed steel, nicely japanned, and is furnished with cord and directions ready for use. It gives no trouble to operate. The makers are the Evan L. Reed Manufacturing Co., Sterling, Ill. For getting at anything suspended from above or for placing anything out of the way temporarily it is invaluable as it can be locked and unlocked at any point.



Stayput Pulley Shocking Corn.

The hardware establishment of A. J. Grant & Co., Halifax, was damaged by fire to the extent of $1,500.

"SANDERSON'S" TOOL STEEL

"Always Reliable"

MACHINERY STEEL

Smooth and Iron Finish

A. C. LESLIE & CO., LIMITED

MONTREAL

Why Have Bad Debts ?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year now, and all our clients are still sending us business.

They Are Satisfied
You'll Be, Too !

The Beardwood Agency

313 New York Life Building - MONTREAL

IVER JOHNSON

SAFETY AUTOMATIC REVOLVER

Near safe is not enough. The only firearm safety worth having is *absolute* safety. The only revolver affording that kind of safety is the Iver Johnson Safety Automatic Revolver.

Millions are in use—yet not a single report of accidental discharge—drop it, kick it, "Hammer the Hammer"—you must pull the trigger to fire it.

Costs no more than near-safeties; but accurate, hard-hitting and positive, with *absolute* safety.

YOUR CUSTOMERS KNOW OF THIS SUPERIORITY.

Our advertising in all the big Magazines and Sportsmen's Periodicals is read in every town in the country. By simply presenting the actual facts our advertising has convinced the public that the Iver Johnson is the safest and best revolver in the world. Our advertising is also arousing the public to the need for a good revolver. So there is a wonderful opportunity for the dealer who sells these goods.

The Iver Johnson goods are never given away as premiums But are sold through legitimate channels. And we never sell by mail where we are represented by a dealer.

Send for Dealer's Catalogue, or order of your Jobber.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.

Pacific Coast Branch—Phil. B. Bekeart Co., San Francisco, Cal.

Iver Johnson Single Barrel Shotguns and Truss Bridge Bicycles

Accidental Discharge Impossible.

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.,
or to MONTREAL, QUE.
Canada Iron Furnace Co.,
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

DON'T FORGET

that we are the largest manufacturers of

CUT NAILS

in Canada.

We have all sizes in stock and can make prompt shipment.

The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Municipal Undertakings.

Peterboro water commissioners have recommended the construction of a new concrete dam and pumping station and will have plans prepared at once.

It is probable that Montreal will buy out the plant of the Montreal Water and Power Company, and that legislation will likely be asked for that purpose.

Haileybury will go ahead with a sewerage system, $20,000 bonds bearing 5 per cent. interest and repayable in 30 years having been disposed of to private citizens.

The waterworks mains in Ottawa will likely be extended to Rockcliffe. A recent analysis of Ottawa water shows that it is the third purest of any supply in Canada.

The sewers committee of Hamilton has awarded the contract of installing a sewer system on the mountain to Geo. F. Webb, at $26,140. The city engineer's estimate of the cost being $35,-863.

In the arbitration as to the value of the Ottawa East waterworks plant, that municipality having been taken in the Ottawa city corporation limits, the arbitrators fixed the value at $70,000. The city offered $55,000 at the time of annexation.

A Brantford power committee has declared in favor of a civic plant and seeking admission to the ranks of the Western Ontario Power Union. The Committee reported that it could thereby save one third of the cost of street lighting.

Industrial Development.

The blast furnaces at Port Arthur may re-open after the new year.

The Cockshutt Plow Co., Brantford, will erect a large warehouse in Saskatoon.

J. E. Lindsay, manufacturer of gasolene engines, Gananoque, has moved into a new factory.

The Graham Island Lumber Company will build a large sawmill at Massett, on Graham Island, B.C.

The Virden, Man., Mfg. Co., is so busy with orders that they will continue operations all winter.

The Dominion Carriage Co., West Toronto, have recently increased their staff of employees by 100 men.

It is proposed to establish a match factory at Selkirk, Man., and a company is in process of organization.

The Acadia Gas Engine Co., with a capital of $50,000, is a new concern which will locate in Bridgewater, N.S.

Eastern manufacturers have bought five acres of land in Vancouver and will build a large factory on the site.

The new G.T.P. elevator at Midland, which has been under construction for the past year and a half has been completed.

A creosote or pickling plant for railway ties is likely to be established at Fort Frances by the Canadian Northern Railway Co.

The C. Mathison Machine Works Co., of Beloit, Wis., may locate in Fort Frances, where they would erect a foundry and factory.

The Dain Manufacturing Co., Ottumwa, Iowa, have secured a site for their Canadian factory in Humberstone township, near Welland.

The new sawmill at Bearskin Bay, Queen Charlotte Islands, is nearing completion. The plant will have a capacity of 126,000 feet daily.

The Montreal Heat, Light & Power Co. will start the construction of an additional steam plant whose maximum will equal 100,000 horse-power.

The new I.C.R. freight car repair shop has been completed at Moncton. It has six lines of track and about 150 men are employed in this department.

Two hundred and fifty men are already at work on the new power plant which is being built at Fort Frances, by J. G. White & Co., New York, for a syndicate of capitalists.

Business is improving and the employes of the Massey-Harris Company, Toronto, numbering about 1,800 men, have gone back to work, after stock-taking and repairing of machinery.

A chair factory is likely to be started in Halifax. O. G. Anderson is at the head. The city is asked to guarantee bonds to the extent of $40,000. It is proposed to spend $100,000 in plant.

A big concrete machine shop is being erected by the Canadian Northern Railway at Prince Albert. It is 70 feet long by over 40 wide. The shop is well designed to handle the heavy class of repairing which will be carried on there.

The William Hamilton Company's plant is about to resume operations in Peterboro. A new company has bought the property, material and good will, the directors being local citizens. It is expected employment will be given to 150 men.

The Morris Piano Company's factory, which was recently burned in Listowel, may be rebuilt. A new company has offered to purchase the site and put up a large structure providing the town loans $20,000, to be repaid within 20 years.

Operations have commenced at the new foundry of the Reid Foundry and Machine Co., Ingersoll. About ninety thousand pounds of metal were put through the cupola, the work being carried on with the highest degree of satisfaction.

A big sewer pipe firm from Webster City, Iowa, may locate in Medicine Hat. The company will expend $150,-000 in plant and buildings, and will employ 75 men the year round. Warren Overpack is the representative of the company.

Owing to the efforts of local men Vancouver will likely have a new industry, which will manufacture from the raw material secured in Atlin, of dead burnt magnesite and magnesite, bricks, which are used extensively in the smelting of precious metals.

Public Buildings.

St. Barnabas Church, Victoria, is considering the erection of a new house of worship.

The British Columbia Anti-Tuberculosis Society is erecting a sanitarium in Victoria.

A four storey building for the Deaconesses' Home will be built in Toronto, to cost $100,000. The permit has been issued.

The Grand Jury at Guelph condemned the G.T.R. station as a nuisance. The city has offered a free park but want several subways. These the G.T.R. ask assistance in building. In the meantime an agitation for a new station goes on.

General Building Notes.

C. Jobin, Quebec, is erecting a three-storey residence, to cost $8,500.

J. G. Scott will erect a brick and concrete store in Vancouver, to cost $40,000.

A. B. Williams will build a brick and concrete business block in Vancouver, to cost $35,000.

The T. Eaton Company, Toronto, have applied for a permit to build a two-storey addition to the north section of their Yonge Street store, at a cost of $76,000. This will make the structure eight storeys high.

In building permits for October, out of fifty-one leading cities in America, Toronto stands seventh. The increase in the corresponding month for last year was 31 per cent. and the permits represented a value of $1,019,492.

Cobalt's first brick building has just been completed. It is the property of Dr. T. C. McLaren and R. D. Devlin. It consists of three storeys and a basement.

A $150,000 modern fireproof hotel, seven storeys high, will be erected in Vancouver. It will be of pressed brick, stone and structural steel. Parr & Fee, Vancouver, are the architects.

Recent building permits issued in Toronto include: E. T. Burgess, pair dwellings, $3,000. Mr. Conder, dwelling, $4,000. Wm. Dalton, store, $3,000. Albert Dales, dwellings, $4,500. D. C. Smith, dwelling, $4,000. Thos. R. Haig, office and dwelling, $3,200. W. J. Little, dwelling, $3,500. Mrs. T. G. Brough, dwelling, $12,000. W. Avison, dwelling, $3,500. Theodore Price, dwellings, $4,000.

Companies Incorporated.

The British-American Metal Co., Toronto; capital, $50,000; to manufacture and deal in metals. Provisional directors: G. Booth and W. E. Booth, Toronto; and W. B. Manny, New York.

The Canadian Cleveland Drill Co., Toronto; capital, $7,500; to manufacture machinery and tools. Provisional directors: R. Credicott, W. B. Livett, W. Gilchrist, C. Y. Spearing and Alice M. Elliott, all of Toronto.

News of the Paint Trade

SPECIAL PAINT FOR BREWERIES.

To the uninitiated it might not at first sight appear that any special kind of paint was required for breweries, says the Oil and Color Trades Journal. As a matter of fact, the selection of paint for the interior of mash rooms, tun rooms, malting rooms, and the other special departments of a brewery require care and experience. Many materials of organic origin, and among them especially foodstuffs, possess the property of readily absorbing and becoming tainted with pungent odors. Tarry or creosote vapors are particularly easily absorbed, and consequently any paint or preparation giving off such vapor is unfit for use in a brewery.

Owing to the accumulation of damp on the walls, a quick-drying damp-resisting paint is usually required, and when a desideratum in such materials is that they shall not give rise to any taint in malt, etc., the choice of materials wherewith to make them is considerably narrowed. Ordinary oil enamel is excellent on many grounds, but is, as a rule, too slow-drying for use in a damp situation such as the walls of mash and tun houses. The vendor of brewery paints is therefore compelled to use as the varnish or drying medium some fairly cheap product which does not, either from its fixed or volatile ingredients, give off vapors or odors which will cause detriment to brewers' products.

STANDARD PAINT CO. MOVING.

The Toronto branch of the Standard Paint & Varnish Company, Windsor, is being moved this week from 10 Lombard St. to 424 Adelaide St. west. James A. Straith, president of the company, was in Toronto on Wednesday superintending the removal. Wm. Donoghue is the Toronto manager of the company.

PROFITABLE LINE TO CARRY.

"Does paint pay in a hardware store?" The thorough appreciation of the significance of a paint line is necessary to answer this question says an exchange. A complete stock requires an investment of not over $300 to $400, and if it can be turned over several times during the year, it will pay 40 to 50 per cent. on the investment. This is a good showing as compared with the average hardware stock, which moves much more slowly.

If you want to stock the VARNISH that will bring customers back to your store for more VARNISH, and tell their friends where to get good VARNISH, that VARNISH is undoubtedly

Elastilite Varnish

For Outside or Inside Use

In Tins only, ½ Pint to 1 Gallon.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

One of the Reasons for Satisfaction

Every **Standard Heater** has a full metal lining passing ENTIRELY around the fuel chamber. This insures proper distribution of air to the burning carbon as well as an even distribution of the heated air. The fire never goes out till the user is ready to put it out and the maximum heat is drawn from the burning fuel.

STANDARD HEATERS

are not only made right but also look right. That's half the battle in selling anything.

ASK FOR 1908 PRICES

Ask about the new package for

STANDARD CARBON

The best carriage heater fuel on earth. Made right. Packed right. Get ready for cold weather now. : : :

The Standard Stamping Co.
Marysville, Ohio - - U. S. A

Phantom Picture, showing the new Carbon Package—every cake in a compartment by itself.

Do You Want to Buy or Sell? The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

Paint and Oil Markets

MONTREAL.

Montreal, Nov. 20.—Trade continues to show the improvement noted last week. Orders are heavier and move much more briskly. No material change has occurred in quotations with the exception of linseed oil, which has again advanced 2c. Turpentine has not been so regular, but the range of fluctuation has not been great enough to affect figures.

Inquiries among dealers show a much brighter feeling. Building operations are being rushed along, and everything that can be painted is receiving the necessary coats before the snow comes. Ready-mixed paints are going well, as are also varnishes in tins.

TURPENTINE—Fluctuation has been noticed in this article which for some time had been remarkably steady. The change was not severe enough to affect prices and turpentine seems now back at normal again. Trade is on the quiet side. We continue to quote turpentine at 54c for single barrels.

LINSEED OIL—Linseed oil continues on the upward grade. The market is firm all round and with a steady demand, and stocks on the light side, quotations have been advanced another 2c. Figures are now as follows: Raw, 1 to 4 barrels, 54c; 5 to 9 barrels, 53c; boiled, 1 to 4 barrels, 57c; 5 to 9 barrels, 56c.

GROUND WHITE LEAD—A strong undercurrent is apparent in ground white lead quotations, but with the large orders now moving, prices continue as follows: Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—No heavy shipment is reported. The market is quiet, with supplies in good condition. There is no alteration in figures and we quote: Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

COLORS—The market has improved somewhat, but a heavy call is not yet apparent. The lines which seem to be receiving the greatest attention are the cheaper ones, such as golden ochres, venetian reds, and oxides.

VARNISH—There is a much better feeling in the varnish trade, particularly for what is termed package goods. In fact, varnish put up in tins, both large and small, seems to be superseding the barrels with the hardware trade. Shellac is reported firm and strong.

WHITE ZINC—White zinc is somewhat sluggish and without feature. We continue to quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—As is usual at this season of the year, putty is moving out strongly, the demand from the City of Montreal being particularly good. Quotations are unchanged. Standard putty, 800-lb. casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

Toronto, Nov. 20.—Trade continues fair in glass, putty, floor stains and various interior requirements. The general feeling is hopeful and in the spring a record business is confidently expected. Turpentine has been bobbing up and down but there is no advance. Recently some turpentine of low grade, but sold as first-class, was shipped by an American house into Canada. An analysis was made of the fluid and further results may be made known later. Linseed oil, which has been selling at a rather low figure for some time has taken a jump of three cents. The Atlantic winter freight rates are now in force. This is probably one contributory cause to the raise.

TURPENTINE—The market is speculative and there has not been another advance as was expected. It is believed with the receipts at Savannah during the past week there will be a final wind-up of the excellent crop of the year. Conditions have been favorable for gathering of the gum and with the transportation facilities better than usual, the full harvest for the year is now coming forward and receipts are likely to fall off for some time. It is said all the factors are advising producers to curtail their operations and that it is not likely that the coming season will see the specially low price for turpentine continued. The range of price is from 55c to 57c for single barrels and 54c to 56c in two-barrel lots.

FLAXSEED—There has been an elevation in the figure of linseed oil this week, the advance being three cents. The increase is caused partly by a better feeling among local crushers. They have found themselves forced to boost the price of oil owing to a stiffening in the price of flaxseed at the various market points in this country. The amount of flaxseed coming from India this year up to the present, to Great Britain seems to have been only half the quantity for 1907; consequently the seed market in the world seems to be likely to be on the advance. As the price of linseed oil in Canada has been held for some time much lower than oil could be imported for, it is very likely that now the crushers know something about what will be their probable cost for seed; they find that to afford them any margin, they are obliged to advance their price. The price ranges for single barrels at 54c to 57c raw and 57c to 60c for boiled f.o.b. place of shipment; 5-barrel lots are 55c to 56c for raw and 58c to 59c for boiled.

Not a Minute Too Early

to give serious thought to taking up the "ENGLISH" LIQUID PAINT Agency, for next Spring.

The dealer in your town who has a stock of these well-known, well-advertised and well-liked Paints, will get the trade.

Our Advertising Department, our Co-operative Business Methods, our Best Prices and a complete line of

"English" Liquid Paints

are at your service.

Let us talk business with you.

Address,

BRANDRAM-HENDERSON, LIMITED

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Artistic - -
Sanitary -
Economical
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Write us for prices
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Every Hardwareman in Canada should handle

MURESCO

because it is a line greatly in demand by the painting and decorating trade as well as by householders. One coat of Muresco is sufficient in most cases to make a far better job than two coats of Kalsomine or any similar article. Muresco takes 30% more water than any other wall finish. It can be used on new lime walls and ceilings or on soft, porous plaster, and covers well over smoked, stained or patched surfaces. It requires no sizing or varnishing. It does not show laps. It dries with a dead flat finish and can be used with great effect for fresco work. It will not crack, rub off or peel. Moreover, there is an excellent profit for you in every pound you sell.

Benjamin Moore & Co., Ltd.
Manufacturers of high grade
PAINTS - COLORS - VARNISHES

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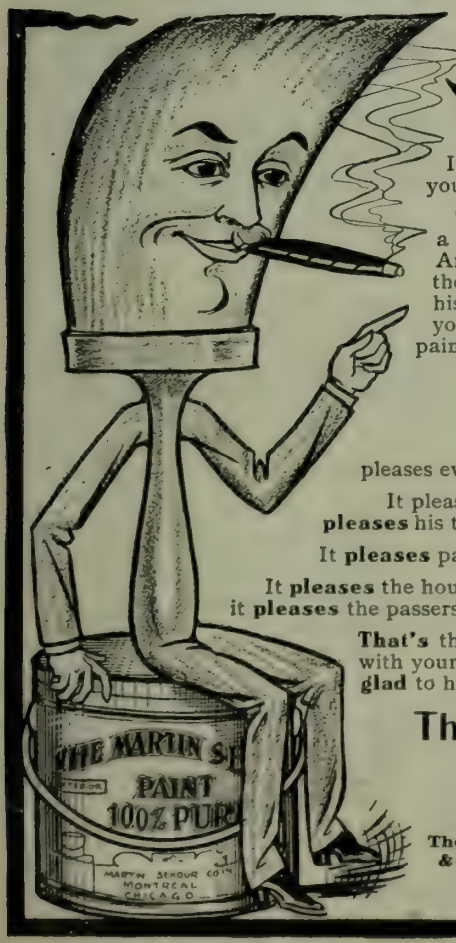


The Faculty of Making Friends

It's fine business brother, when you can make a friend of everybody that comes into your store. And it isn't so hard to do, either.

Take for instance the paint proposition. If a man comes into your store and you make a lot of promises that the paint don't fulfil—that man is going to find it out some day. And when he does—well—you'll lose more than one customer. But on the contrary, if the paint **"makes good"** you make a fast friend and gain a lot more customers—he'll tell his friends. You can't recommend Martin-Senour paint too highly. Say almost anything you want—make almost any kind of a guarantee. We'll stand back of you—and the paint will stand back of us.

MARTIN-SENOUR PAINT
100 Percent Pure

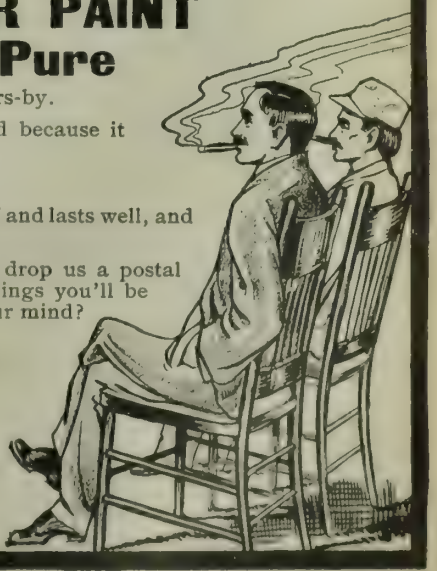
pleases everybody. Dealer, painter, house-owner and passers-by.

It pleases the dealer because he sells so much of it, and because it **pleases** his trade.

It **pleases** painters because it spreads so evenly and easily.

It **pleases** the house-owner because it does not crack, peel or wear off and lasts well, and it **pleases** the passers-by because its rich colors are a delight to the eye.

That's the kind of paint for you to sell Mr. Dealer. Just drop us a postal with your name and address on it. We'll tell you a few things you'll be **glad** to hear about. Won't you send it now while it's on your mind?



The MARTIN-SENOUR CO., Ltd.,
Pioneers of Pure Paint

Montreal
The Winnipeg Paint & Glass Co., Ltd., Winnipeg

Chicago
The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

WHITE LEAD—The firmness of the past few weeks continues and there is a fair demand. In paints there is little doing, although one firm reports that its October business is ahead of last year. The quotations for white lead are unchanged and we still quote: Genuine, at $6 to $6.25; decorators, $6; and No. 1, $5.65 to $5.75. Genuine red lead stays at $4.50 in cask lots.

STAINS AND VARNISHES—There is a good deal of interior work going on in the winter time, as many buildings, while closed in and painted on the outside, are finished up and decorated during the cold months. The demand is fair and the quotations remain unchanged. Pure orange shellac is $1.95 per barrel and pure white, $2.

GLASS AND PUTTY—It is said that putty is likely to advance and the market is firm. The cause being the augmented price of the ingredients entering into its make-up, particularly linseed oil. The quotation is for standard, $1.65 for bulk, $1.90 for bladders in barrels. Pure linseed is selling at $1.80 to $2.05. The glass market is very good and while many dealers are out of standard sizes, this will all be remedied this week, as a big shipment on the last boat of the season has arrived at Montreal from Antwerp. Henceforth, if any glass is brought in it will have to come via Portland, and with the Atlantic winter rates prevailing the cost would be very heavy. The list discount has been increased from 25 to 30 per cent. This is an inducement for merchants to lay in stocks just now of window glass as the wholesalers and jobbers do not desire carrying the new arrivals over two or three months if they can dispose of it now. The demand for glass is good as all the storm doors, windows, porches, etc., have not yet been repaired.

PETROLEUM—A growing business is reported but no advance in price. We continue to quote prime white oil, 13½c; water white, 15c; and Pratt's astral, 17½c per gallon.

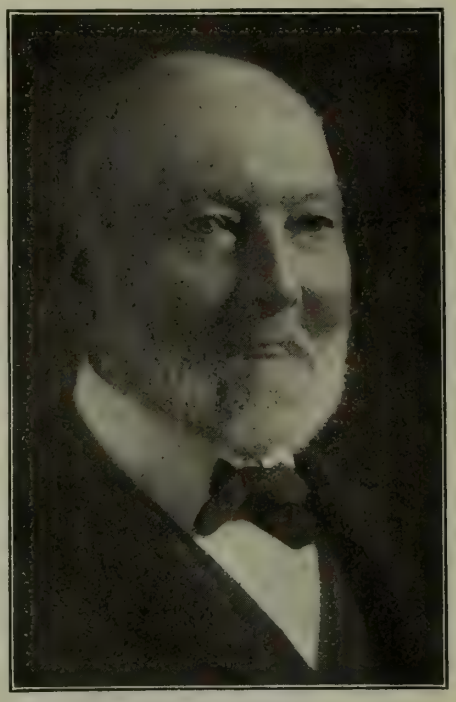
WATERPROOF WALLPAPER.

An English inventor claims to be able to produce at small cost a waterproof durable paper, the surface of which can be washed and cleaned from time to time when the paper is hung or on the wall, without in any way damaging the paper. The paper made in accordance with this invention has the appearance of tapestry, and can consequently be made highly decorative when a figured design is printed, stencilled, or otherwise produced or impressed thereon. In the manufacture of paper according to this invention a foundation paper is employed, and on one surface is secured by glue or size a gauze or open woven fabric composed of cotton, flax or like yarn; the whole is then waterproofed by oil or like process. The combined foundation and its fabric face are colored or decorated with a design printed, stencilled, or otherwise impressed or produced thereon by any of the ordinary and well-known methods in oil or other color impervious to water. The woven fabric being in relief on its foundation imparts to the face of the paper the appearance of tapestry. The improved manufacture is applicable to "self-colored" papers, and it will be understood that if water colors are applied to "washing" papers the colored face will be varnished.

DEAN OF PAINT SUPERINTENDENTS.

John Thomson, whose photograph we reproduce, is superintendent of the Canada Paint Company, at their works in Montreal. There are superintendents also at Toronto, Winnipeg and St. Malo, but Mr. Thomson is the dean. This genial Scot, whose pawky humor is irresistibly amusing, graduated from McDougall, Logie & Co., thence to Alexander Fergusson & Co., until they were merged into the Canada Paint Co.

He is deft with the palette knife, and having an extraordinary penchant for color making, can match a shade with



JOHN THOMSON, Montreal.

lightning rapidity. In his room, like an artist, he is surrounded by his colors, oils and varnishes, and will lay out the formula for a specialty with unerring accuracy and in quick time. "John Thomson's brains" are his foreman. In the laboratory and testing office there are a number of electric calls close at hand. By touching one of these he calls his assistants from all parts of the works for instruction or consultation.

Like the well-trained captain of a steamer, he has perfect command, being a strict disciplinarian, but of a kindly disposition, as a glance at his picture will reveal. Mr. Thomson is a voracious reader and is thoroughly posted in all that pertains to the paint, varnish and color business, being possessed of a fund of useful information gathered from years of careful study and observation.

For

Style and Beauty

High Class Decorators Employ the

PAINTS AND VARNISHES

of

THE CANADA PAINT COMPANY

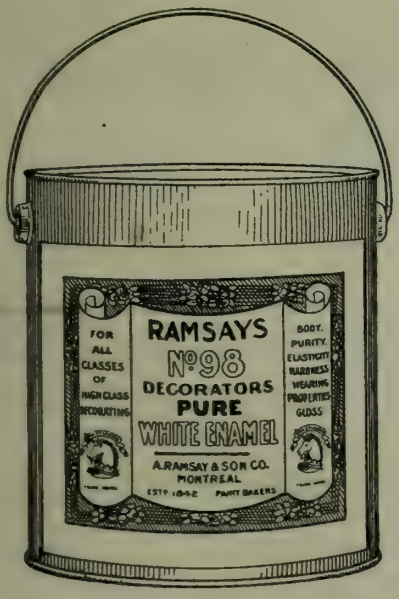
THE LARGEST MANUFACTURERS OF PAINTING MATERIAL IN THE DOMINION OF CANADA

The Canada Paint Co., Limited

Montreal Toronto Winnipeg

HIGH GRADE ENAMEL

Some day your painter tells you he wants a high-grade White Enamel. He doesn't want the ordinary White for everyday work. He has a customer who insists on the best and it's up to the painter to get it for him, or let somebody else do it. When a painter comes at you with such a demand, don't hesitate —here is the solution:



Not a thing goes into Ramsay's Decorators' Pure White Enamel but high-grade, pure material. The heart of the secret of its strength, beauty, and purity is the varnish in which it is ground. This varnish is carefully manufactured in our works, at 106 William Street, and it is a secret of which we are justly proud, and all put together under the personal supervision of our chemist who has had a wide experience in enamel making in England.

Send for our Booklet.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

New Era Paint
is Perfectly Pure

Here is its composition :

Pure White Lead ; Oxide of Zinc ; Pure Linseed Oil; Turpentine and Turpentine Japan Dryers. New Era Paint will cover more surface, last longer, hold its color better, stand the changes of weather and give a more brilliant finish than any other prepared paint.

Write for prices

Standard Paint and Varnish Works Co. LIMITED
WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT
Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS
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TORONTO VALLEYFIELD MONTREAL.

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Manufacturers
RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
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GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
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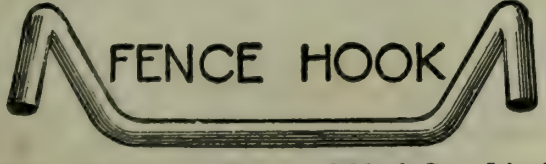
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Do the Painters of your locality get their Supplies from you?

Not only the professional painters, but the handy householders as well, will very quickly discover that you sell reliable goods if you are handling our varnishes and finishes. One of our lines that will bring you a lot of business is

ELASTICA NO. 2

It is a finish for interior work, especially adapted for hallways, bathrooms, kitchens, window sills, and, in fact, to any interior woodwork requiring a finish of **EXTREME DURABILITY.** Over natural, painted or grained woods it produces a beautiful lustre. An excellent smooth, dull finish can be obtained by cutting down with pumice stone and water. It is very elastic and will not scratch or mar white.

Sold in Sealed Cans Only—Prices on Request.

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

When you think of **CHRISTMAS** so near at hand **DON'T** forget **THE ISLAND CITY** Brands of

GOLD and ALUMINUM Paints

for **IDEAL HOME DECORATION.** Give a smart sorting order just to **BRIGHTEN UP YOUR TRADE. TELL YOUR FARMER FRIENDS AND YOUR WELL-TO-DO TOWNSMEN** that their homes will look better for the holidays if they paint up a little. **THE BRIGHTNESS OF THE PERIOD SHOULD STIMULATE TRADE. WE HAVE FIVE VARIETIES AT YOUR SERVICE.**

Write TO-DAY for sample order. They sell on sight.

When you order **GOLD AND ALUMINUM, MENTION ISLAND CITY BRAND** and **DO NOT FORGET** that we make the strongest and best dry colors on the market. Superior to any imported and you can get them on the spot. **WE** refer to **ISLAND CITY**

Pure Chrome Yellows
Pure French Greens
Pure Vermilions
Pure Permanent Reds
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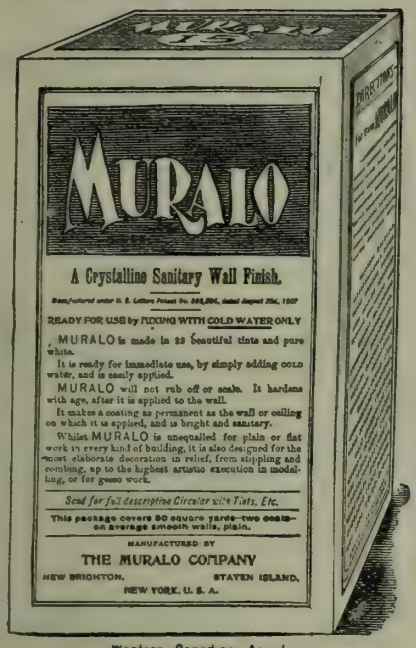
264 St. Patrick St., MONTREAL

MURALO



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SHOULD BE HANDLED BY ALL HARDWARE AND SUPPLY STORES

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The Largest Manufacturers of Water Paints in the World.

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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

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THE MORRIS & BAILEY STEEL CO.

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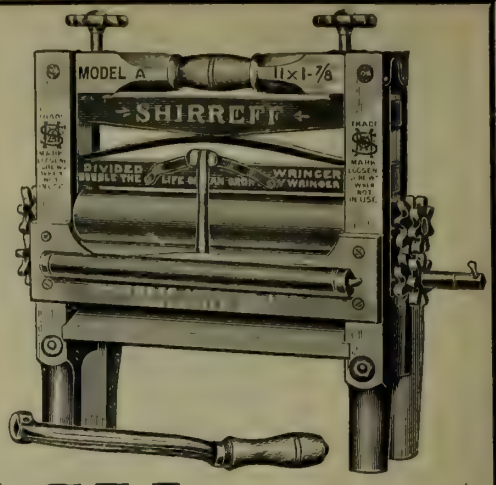
Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

A modern improvement that doubles a wringer's life



Few improvements in wringing machines have been made in recent years. And it has remained for us to market the biggest improvement since the wringer was invented.

Shirreff's Divided Wringer

Overcomes that defect of ordinary wringers—the wearing of the rubber rollers, in the centre. This wringer has a dividing bar in the center as shown in the above cut, which is used when wringing everything except blankets and quilts. By this means, the rollers are used along both ends evenly and will last twice as long as rollers that are used constantly in the centre only, as is the case with ordinary wringers. We guarantee them for 7, 5, 3 and 2 years, according to the grade.

Price List and Discounts on Request.

Shirreff Manufacturing Co., Limited

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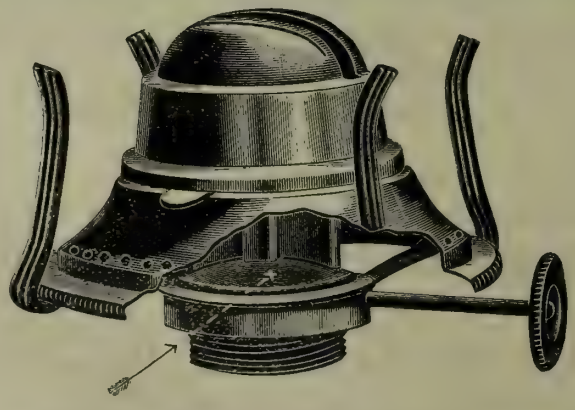
WELL WORTH CONSIDERING

On our BANNER, CANADA, ONTARIO and HICONE Lamp Burners



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire.

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

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KNIFE POLISH

JOHN OAKEY & SONS, Limited

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sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need ?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT ?

DILLONS LTD., 455 St. Paul Street

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Write to-day, we need you and you need us.

MARTIN'S

Low - Down - High

Store Ladders for busy merchants.
Store Ladders for conveying merchandise to the shelving.
Store Ladders for placing goods on the shelves.
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Store Ladders for filling orders quickly.
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Prices may be obtained from my Patent Attorney,

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Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

Manila Rope
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Sisal Rope
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Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

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Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

"Brantford" "Roofing"

Have You a Copy of Our Catalogue?

You certainly should have one in order to become thoroughly posted on our three styles of roofing. The Brantford line is the most complete on the market. Just drop us a post card request for the catalogue.

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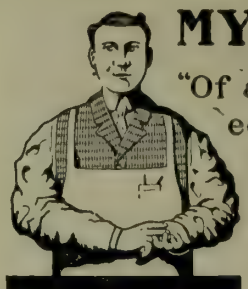

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"Of all my modern store equipment the very last I would part with is the

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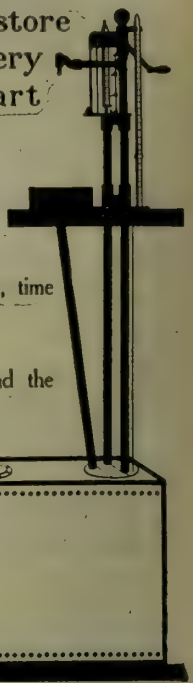
SELF MEASURING
OIL TANK



That's because the Bowser is the biggest money saver—it saves oil, time and labor.

Wouldn't you appreciate this?

It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

Send a postal for Bulletin 5454. It tells how to make oil pay big.

S. F. BOWSER & CO., Ltd.
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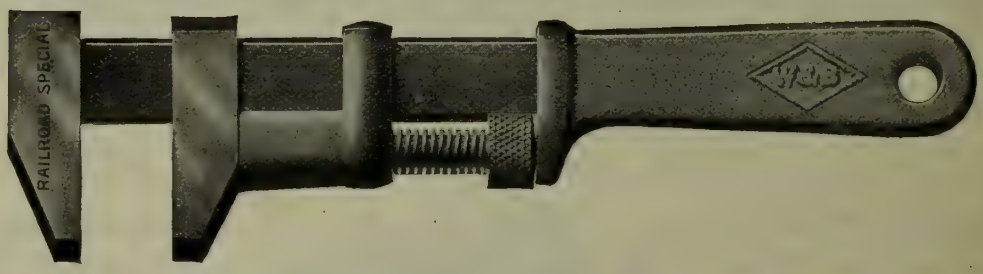

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The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

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W&B
TRADE MARK

W & B CO
TRADE MARK

Three Wheeled Farmer's Wagon and Stock Scale

Capacity 2,000 lbs. Platform 24″ x 36″

This scale is especially adapted for farmers to weigh their stock on. By placing a simple home-made platform across this scale, 3 ft. x 6 ft. or so, the farmer can weigh his horses, cattle or hogs on it, and in that way he can tell just what they are gaining in weight from week to week, and know if he is getting proper returns for his feed.

WRITE FOR PARTICULARS AND PRICES

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONT.

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

Sell Wire Fencing That Will Stand Hard Usage

That's the kind that satisfies and brings in repeat orders. The

"DILLON" HINGE STAY FIELD FENCE

is the only wire fence on the market constructed with an upright stay-wire hinged to the laterals. You cannot bend or break the Dillon with any sudden shock. It simply gives—and springs back.

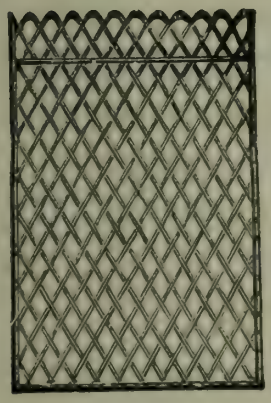
CATALOGUE ON REQUEST

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Wire Guards



Factory and Mill Windows

School and Church Windows

Store and Basement Windows

and for all Public Buildings.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, Ont. MONTREAL, Que.

Atkins Silver Steel

Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

GILBERTSON'S COMET

Backed by a GUARANTEE

That is what we have behind COMET Brand GALVANIZED SHEETS.
Then the name GILBERTSON has been identified with all that is high grade in galvanized sheets for so many years that GILBERTSON and COMET mean safety and security. Let me tell you about it.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd., Makers, PONTARDAWE, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

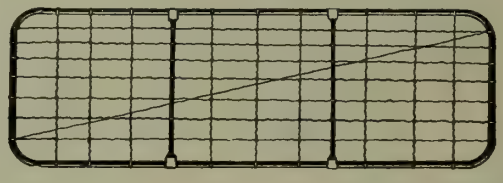
TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



A GUARANTEE

Were not this gate perfect we could never have sold the number already placed—hundreds of thousands—to railways, farmers, etc. These sales are a guarantee of excellence.

Prices on application

OTTAWA WIRE FENCE & GATE CO., 164 Bank St., OTTAWA
Wire Goods Makers
R. W. Grant - - - - - - - - - - Manager

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

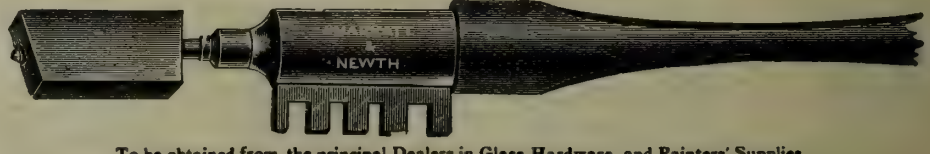
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

"BUSTER BROWN"

is the name of the finest line of Children's Express Wagons ever offered the trade. Besides making a strong durable and attractive toy, they can be made very useful around the house, store or home. They are made in several sizes, every one of them being a marvel of value at its price. No. 1, 1A, 2 and 3.

Prices gladly quoted you

The Woodstock Wagon & Mfg. Co., Ltd.

Makers of Woodstock Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs.

ESTABLISHED 1850.

JOHN HASSALL, INC.,

RIVETS,
ESCUTCHEON PINS,
SPECIAL WIRE NAILS.

OFFICE, 183 LAFAYETTE ST, NEW YORK
WORKS, CLAY AND OAKLAND STS., BROOKLYN

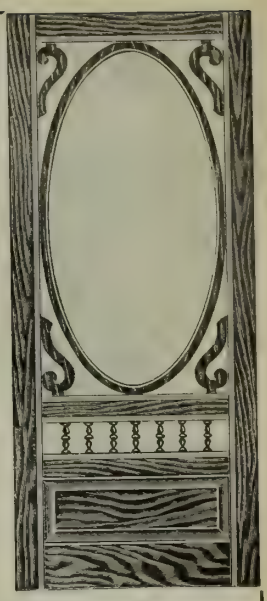
IN ALL METALS

SASH WEIGHTS

Hundreds of tons carried in stock for you and we guarantee prompt shipment. Write at once for a copy of our Monkey Book and for prices.

The Buchanan Foundry Company, - Lebanon, Pa.

A Neat New Design



The Screen Door shown in the cut is something of a departure in screen door design. The oval set in the upper panel adds immensely to the door's attractiveness without in the least interfering with the free passage of fresh air. This door is very strongly made, and finished in our usual thorough and workmanship manner.

OUR NEW CATALOGUE IS JUST OUT.

Write for a Copy

THE
SANDERSON HAROLD
CO., Limited
PARIS, - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

YOU WANT MORE BUSINESS

No matter how busy you may be, you could stand more business, couldn't you, Mr. Dealer? That's the way with most men, anyway. Why not push the roofing business? We have an immense stock of leading lines to supply you with, and our prices for quality have been declared unequalled in Canada. Have YOU ever handled our "Genasco" Ready Roofing?

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

November 21, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ... per lb.	0 09½
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 60
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 22
" seamless base	0 22

Copper tubing, 3 cents extra.

COPPER. Per 100 lb.

Casting ingot	15 50	15 00
Cut lengths, round, bars, ¼ to 2 in.		24 00
Plain sheets, 14 oz		22 00
Plain, 16 oz., 14x48 and 14x60		22 00
Tinned copper sheet, base		25 00
Planished base		31 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base	0 24	0 24

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 45	2 50
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 45	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 55	3 65	....
22-24	3 95	3 80	3 75	4 05
2	4 20	4 05	4 15	4 30
23	4 45	4 30	4 35	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	18 75
Middlesboro, No. 3 pig iron	18 50	21 00
Summerlee, No. 2 "	20 00	21 50
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 51
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron	32 00	32 50
Angles	2 60	2 65
Common bar, per 100 lb	1 90	1 95
Forged iron	2 05	2 15
Refined "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel	1 90	....
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 25
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 75
Mining cast steel	0 07½	0 08
High speed	0 60	0 65
Capital tool steel	0 60	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	0 08½
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $34 00 34 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	[illegible]

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	7 25	7 50
IX., Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs.
" 14x60, "
" 14x65, "
} 6 75 7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	....	7 50
" " 26 "	....	[illegible] 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 70	3 85
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 30 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11
Light copper bottoms	0 10½	0 09½
Heavy red brass	0 10½	0 10
" yellow brass	0 08½	0 08½
Light brass	0 06	0 06
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	12 00	14 00
Stove plate	11 00	10 50
Malleable and steel	9 00	8 00
Old rubbers	0 06½	0 06½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 70 per cent.
High grade compression work, 65 p c.
Cushion work, 50 per cent.
Fuller work, 75 and 10 p.c.; No. 0, 80 p.c., and 1 and 2 basin cocks, 75 and 10 p.c.
Flatway stop and stop and waste cocks 70 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock ... net	1 75
No. 4 " " "	1 50
No 7 Fuller's "	2 00
No. 4½, " "	1 85
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each	2 20

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 30 p.c. off.
Lead waste, 30 p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Size	Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	[illegible]
4 "	33 48	4 "	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 65, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 55 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb. 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½	per lb.	0 35	0 40
2-lb. or over	"	0 30	0 32

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 20
Wiping	0 18½	0 19

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 08
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

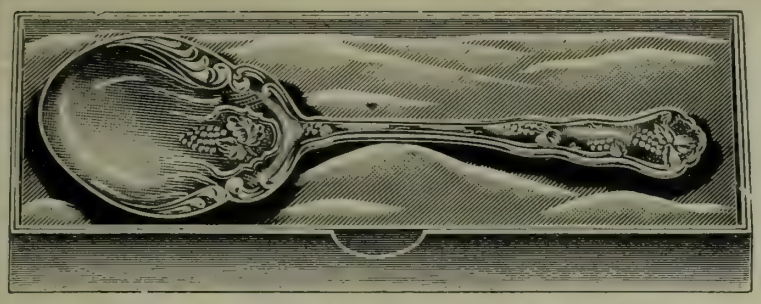
In bbls	1 00

PARIS GREEN.

Barrels	0 [illegible]
25-lb. drums	[illegible]

PIGMENTS.

Orange mineral, casks	0 [illegible]
" " 100-lb. kegs	[illegible]



XMAS GIFT GOODS

We manufacture a line of high-grade silver and plated ware peculiarly suitable for gift purposes. Cut shows our ***Grape Design Berry Spoon*** Silver and Gilt Bowls.

There is a guarantee back of all our goods.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 117 d'Youville Sq., Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PREPARED PAINTS.

	Quart can
Barn (in bbls.)	0 90
Sherwin-Williams paints	1 60
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson s "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

Bulk in bbls	1 65
Bladders in bbls	1 90
25-lb. tins	2 00
Bulk in 100-lb. irons	1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15
Pratt's astral "	0 17½
Castor oil, per lb	0 08
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 53 0 57
Linseed Oil, " raw	0 54 0 56
" " boiled	0 57 0 58

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	5 50	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 15	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
" Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs, "	5 00 5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto. List 30 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 55

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" " No. 1		0 90
" " union		0 85
Light oil finish		1 30
Gold size japan		2 00
Brown japan		1 00
No. 1 brown japan		0 95
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Flattine floor finish, per gal		3 00
Elastica exterior finish, 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2.25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells 5 50 8 00
American, house bells, per lb. 0 35 0 40
Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Caps and Nails, per lb.	0 07
Mop cotton, per lb.	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad " cotton		2 10
Iron Clad " paper wood		2 15 2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00	
Stable pavers, 12"x6"x2", ex wharf	50 00	
Stable pavers, 9"x4½"x3", ex wharf	36 00	

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in.,	6 50	
" " 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.	4 75	
over 12 in. "	3 75	

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
" Chief " floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 20	2 40
Solid "	1 50	1 75

SASH CORD.

Per lb.	0 25	0 26

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 10

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13	
S. & D., " 5 "	0 11½	
S. & D., " 6 "	0 18	
Boynton pattern "	0 20	

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.		4 40
" " 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz.	2 00	5 00

Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler's ....per doz.	1 00	1 85
Conductor's.......... "	3 00	15 00
Tinners', solid..........per set	....	0 72
" hollow......per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..........	1 00
Ivory, No. 1282, 2 foot, each....	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Disston's Crosscut ....per foot	0 35	0 55
Hack, complete..........each	0 75	2 75
" frame only........each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect..................	4 00
X-Cut Sets, "	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

SQUARES.

Steel, No. 14 75 and 2½, doz...... ...	$23 00
Iron, No 492, "	1 85
" " 493 "	2 45
" " 494 "	3 25

TAPE LINES.

English, ass skin, No 921, 66 ft., doz.	2 85
Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each....	0 94
" steel, No. 264, 66 ft., each ...	3 15
Chesterman's, linen, No 1822, 66 ft. ea.	1 10
" steel, No. 1820, "	1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

Berg's, brick, 924x11	4 00
" pointing, 924x5..........	2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith......................	....	9 00
Atlas, steel covered....... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail................		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	....	9 00
" " ½ " .... "	....	10 00
" " ⅝ " .... "	....	12 00
Leather, 1-inch ......per doz.	....	4 00
Leather, 1¼ " ...... "	....	5 20
Web................ "	....	2 45

HOES.

Garden, 50 and 10 per cent.

Planter.............. per doz.	4 00	4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1. f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do, 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net..................	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent

Lock, Andrews'..............	4 50	11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..............	0 10¾
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11¾
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's.....................		0 13½
Berg's, per lb......		0 12½
Brook's.....................		0 12½
Pipe Vise, Hinge, No. 1......		3 50
" " " No. 2......		5 50
Saw Vise..............	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts....................	60
Bolt Ends......................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint......	70 and 12½

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4¾c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 12½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4¼c. per lb.

NAILS.	Cut.	Wire.
2d..............................	3 80	3 25
3d..............................	2 85	2 95
4 and 5d........	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d....................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c.
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.

Bench, wood ....per doz.	3 25
" iron .... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 p.c.; "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ¼-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 6[illegible]
9 and 10 gauges.................	0 7[illegible]
and 8 "	0 9[illegible]
5 and 6 "	1 1[illegible]
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	[illegible]
9 and 10 gauges	1 4[illegible]
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.

Empire hockey sticks, per doz ..	3 00	3 50

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's................	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz	3 50

Clauss, 50 and 25 per cent.

PLATED GOODS

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42⅔; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

CLAUSS BRAND DOUBLE SWEDGED BLADE POCKET SCISSORS

Fully Warranted

Hand forged from finest steel. Welded on our Composition Metal. Hardened in water. Tempered by Natural Gas. Full Crocus Finish and nicely nickel plated.

The Clauss Shear Co., :: :: Toronto, Ont.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.

Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz.	....	0 65
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30

Spiders and fry pans, 50 per cent.

Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

Toasters, 50 p.c

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head ......per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 90
" No. 50, nickle-plated, "	0 95
" handles, japaned, per gross	9 25
" " nickled, "	9 75
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, 25 per cent
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 20 per cent.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 30 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 64	7 91
7 inch " "	....	8 18

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.......per doz. 1 32
7-inch " 1 48
Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz. 3 00 15 00
Clauss, discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ..... 2 50 Galvanized.... 2 75

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE.

BROOMS.

Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case.... 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops 1 25
Folding ironing boards 12 00 16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.........per doz. 8 00
Common doors, 2 or 3 panel, grained only, 4-in., style ....per doz. 8 30
Common doors, 2 or 3 panel, light stair per doz. 10 55

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square " "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop, 2-hoop 1 90
" " 3-hoop 2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M 2 25
Small heel .... " 4 50

CARPET STRETCHERS.

American ......per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse ......per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 09½
Pure Manilla		0 12
"British" Manilla		0 10
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet......per doz.		0 65
" " 60 feet...... "		0 80
" " 72 feet...... "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08¼
500 " standard	0 08¼
550 " " manilla	0 09¾
600 " " "	0 11¼
650 " " "	0 13

Car lots, ¼c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "		....	[illegible]
" 200 lb. and over		....	[illegible]

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Babbitt Metal.
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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Brantford Screw Co., Frantford.
Canada Screw Co., Hamilton
Montreal Rolling Mills, Montreal

Box Strap
J. N. Warminton, Montreal.

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N Warminton, Montreal.

Coal Chutes.
Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
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Cuspidors.
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Kemp Mfg. Co., Toron

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd., Montreal
Heinisch's, R., Sons Co., Newark. N.J.
Howland, H. S. Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc,
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
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McClary's, London. Ont.
Kemp Mfg. Co., Toronto

Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
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Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
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Fire Escapes.
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Glaziers' Diamonds.
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Hardware Specialties
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Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
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Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.
Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
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Iron Pumps.
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Kemp Mfg. Co., Toronto.
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Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.
Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.
Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke. Ont.
Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb. Alexander, Montreal.
Metals.
Abbott, Wm., Montreal.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
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Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.
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Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.
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White Mop Wringer Co., Fultonville, N.Y.
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Kemp Mfg. Co. Toronto, Ont
Wright, E. T., & Co. Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.
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Manitoba Iron Works, Winnipeg, Man.
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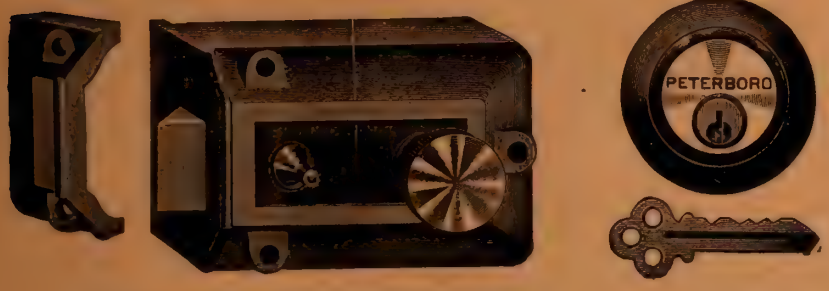

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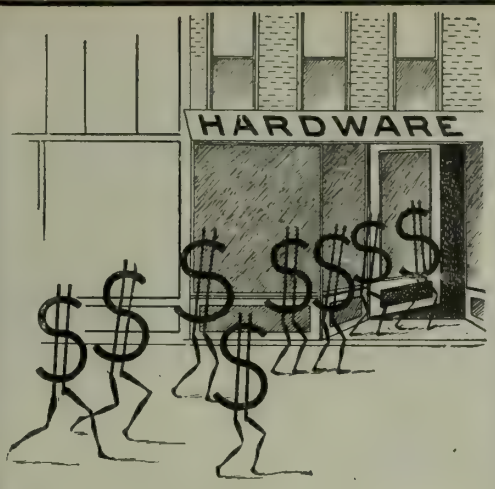

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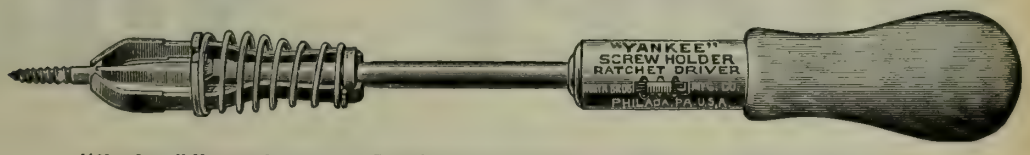
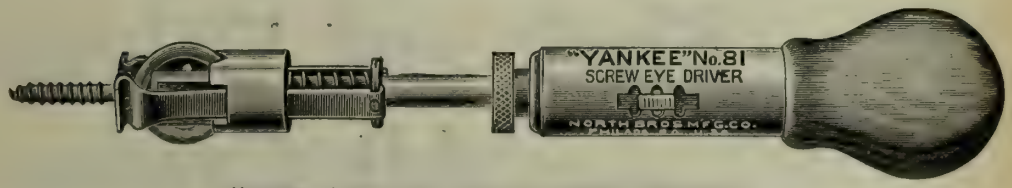


"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



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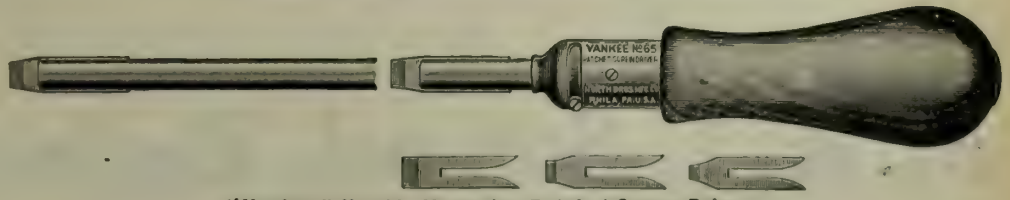

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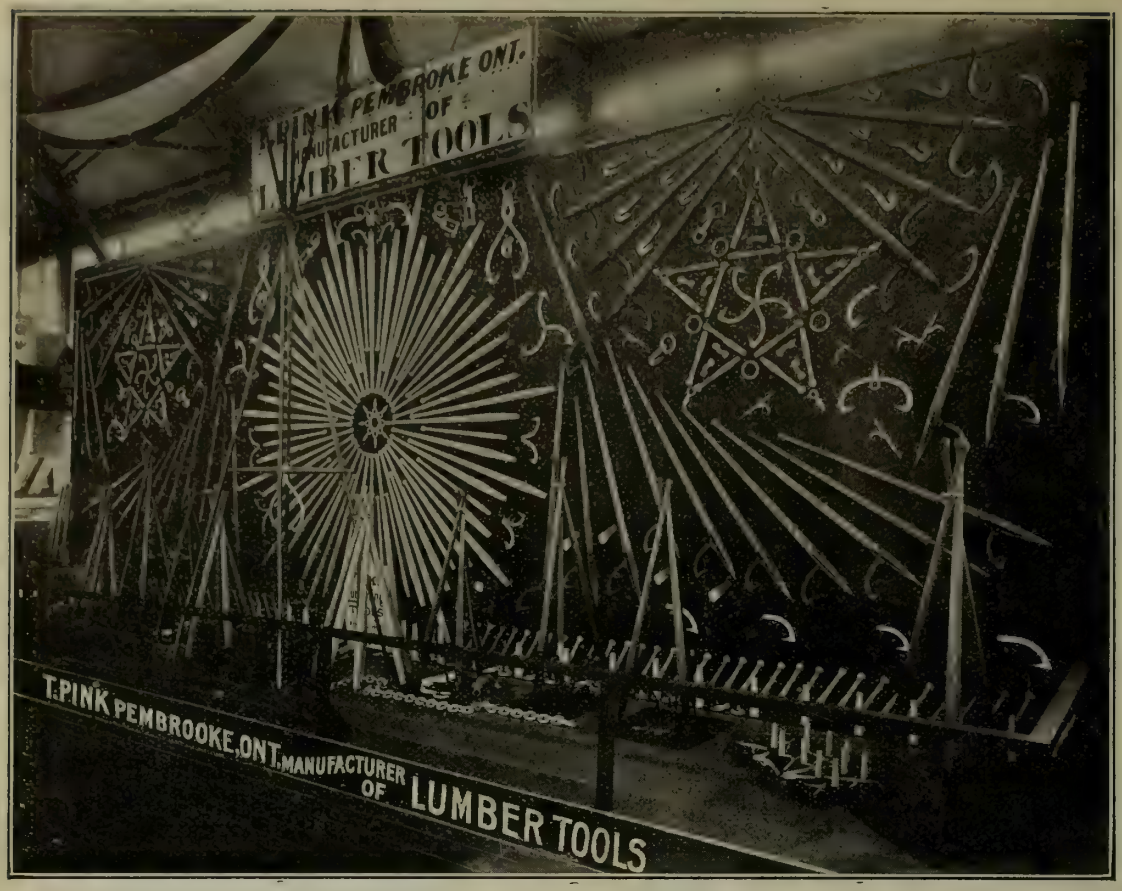

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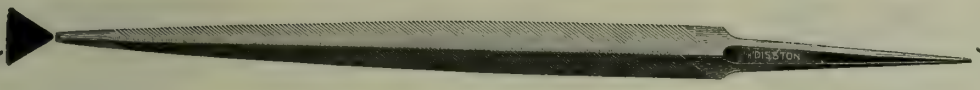

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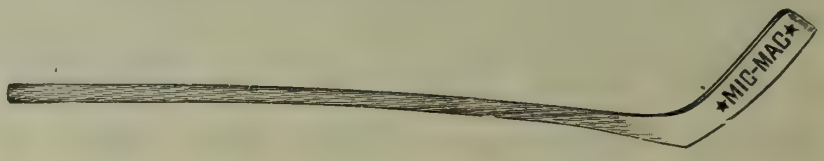

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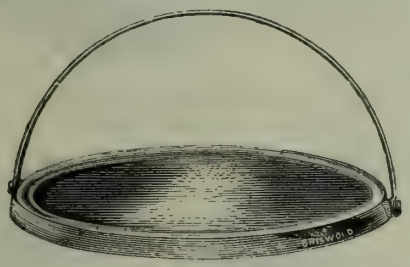

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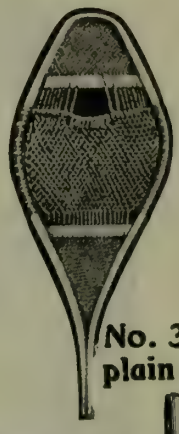

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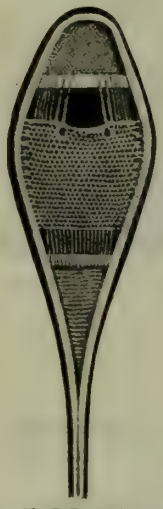

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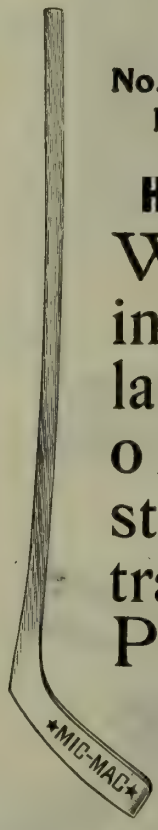

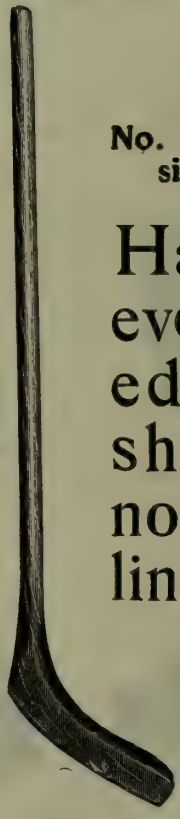

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For prices, ask our travellers to quote, or write us direct.

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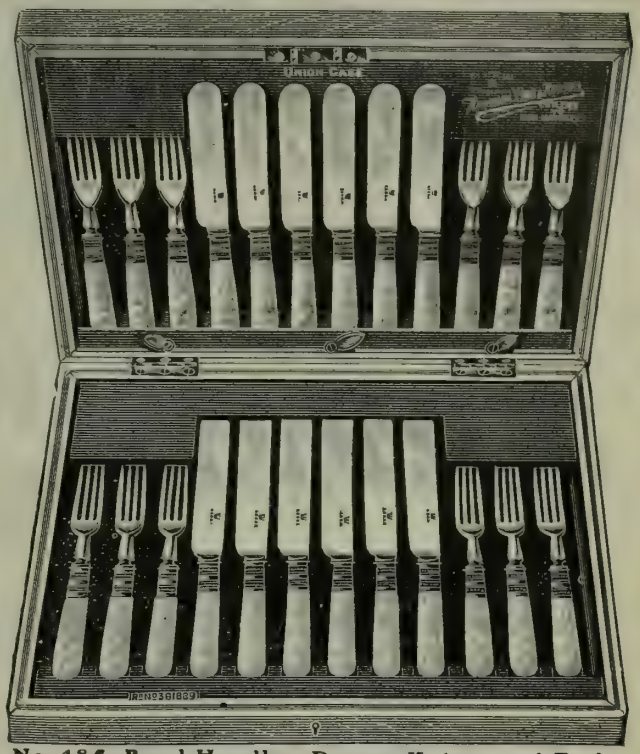

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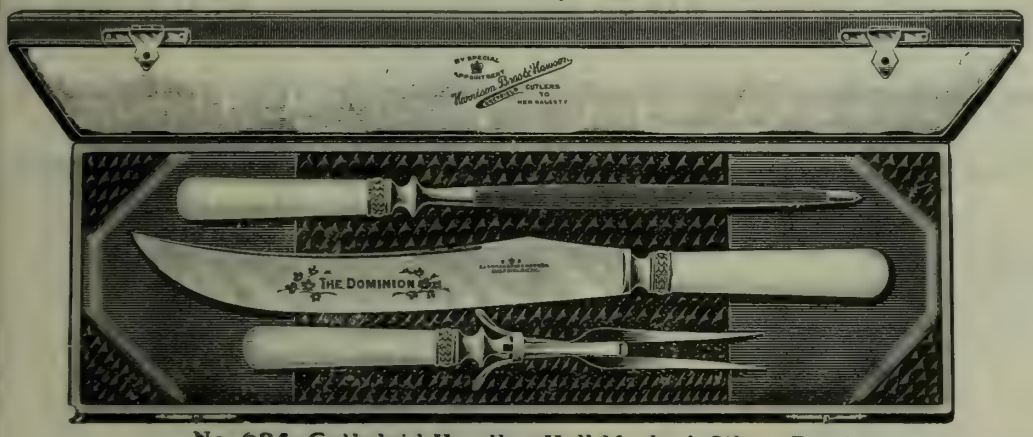

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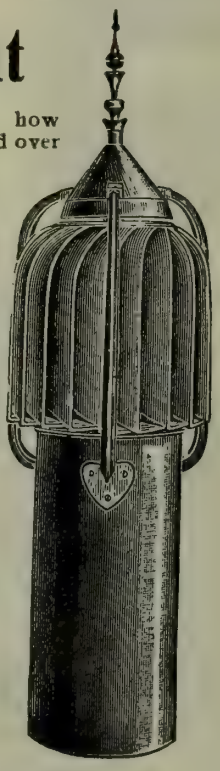
- Coiled Spring Fencing
- Brass and Copper Wire
- Staples
- Jack Chain
- Spring Cotter Pins
- Flat Cotter Pins
- Wire Barrel Hoops
- Galvanized Strand Wire
- Mattress Wire
- Broom Wire
- Hat and Coat Hooks

Wire Nails
Wood Screws
Bright Wire Goods

IRON AND STEEL WIRE

Ask for Dominion Goods

Double Profit



Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our

Aeolian Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED
General Contractors and Manufacturers
MONTREAL

New Style H. & C. Side Wall Register.

BE A LITTLE DIFFERENT

Don't use breakable cast iron registers because the other fellow does. Use H. & C. Wrought Steel Registers and see what a strong talking point they are.

HART & COOLEY CO., Booth St., New Britain, Ct.

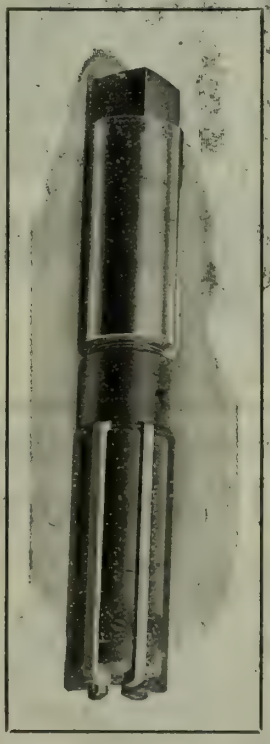
MACHINISTS' TOOLS

MADE BY

PRATT & WHITNEY CO.

OF CANADA, LIMITED

DUNDAS, - ONT.



Pratt & Whitney Small Tools are standard in all machine shops throughout Canada, because—

THEY ARE WELL DESIGNED
THEY ARE WELL MADE
THEY WEAR WELL
THEY ARE ACCURATE

THERE ARE NO TOOLS MADE TO BEAT THEM.

Drills—Reamers—Punches—Ratchets—Taper Pins—Measuring Machines—Milling Cutters—etc.

SPECIAL TERMS TO DEALERS

SELLING AGENTS

The Canadian Fairbanks Co., Ltd.

444 St. James St.
MONTREAL

Toronto **St. John, N.B.** **Winnipeg** **Calgary** **Vancouver**

SEE THAT ALL **BUTT HINGES** YOU BUY

Bear the CRESCENT BRAND Made in Bright Steel or Electro Plated

Our Finishes of Electro Plated in Planished or Polished

Antique Copper
Plain Bronze
Dull Brass
Bower-Barff
Antique Brass
Gun Metal
Bright Brass
Etc.

Our BRIGHT STEEL BUTTS are THE ONLY PERFECT BUTTS made in Canada.

SEND TO US IF YOUR DEALER WILL NOT SUPPLY YOU.

ALL STYLES ALL SIZES

CANADA STEEL GOODS CO., LIMITED

HAMILTON, ONTARIO

Leave Your Money in the Country Wherein You Expect to Make Yours

Do You Sell Cuspidors?

That is a question liable to be asked of you any day. A good line of Cuspidors should be in every progressive hardware store. The cut shows only one of our many designs. We make this Cuspidor with extra heavy cast brass breast, finished in polished brass and nickel plated.

WRITE FOR SUPPLEMENTARY LIST

BUFFALO MFG. CO. - - Buffalo, N.Y.

Chafing Dishes, Alcohol Lamps, Bathroom Fittings, Coal Scuttles, Candlesticks, Etc.

Canadian Representatives: H. F. McIntosh & Co., 51 Yonge St., Toronto

HAND POWER ELEVATOR

LOAD, 1,500 lbs. CAR, 6 x 5 FT.

$100.00

F. O. B. HAMILTON ONTARIO

We supply drawings and instructions enabling anyone to install.

SAVE
TIME
LABOR
EXPENSE
HANDLING
GOODS
FOR UPPER
FLOORS

Write our nearest office for full particulars.

MONTREAL St. James St. | WINNIPEG McRea Block | VANCOUVER Alexander St. | OTTAWA O'Connor St.

Otis-Fensom Elevator Company, Limited

HEAD OFFICE — TORONTO, ONTARIO

Let Them Know.

All that is necessary for you to do to sell this skate is to let the people know you have it. Display it prominently.

The "Automobile Skate" will travel on its shape. It's the best looking article we know of in this line. It's lighter by many ounces than any other made—and stronger.

Has a top of tested aluminum alloy and a blade of nickle steel.

Write for our Catalogues and the superb New Calendar, "Christmas Morning."

The Canada Cycle & Motor Co., LIMITED

Head Office and Works: TORONTO

The Question

Introducing any new feature always puts ginger into the particular line to which it is applied. You can remember when pneumatic tires were attached to the bicycle? How by making it lighter and speedier the bicycle became at once the vehicle of that day for pleasant outings and exercise.

Now, the skate has had a veritable pneumatic tire applied to it in the shape of a combination aluminum alloy top and a blade of nickle steel. It makes the skate speedier, lighter by many ounces and stronger than any other made. The skate with this improvement is called the "Automobile Skate."

The "Automobile Skate" is putting ginger into the business—and it gives the wearer of it all the comfort and pleasure there is in our great winter pastime.

Is your stock of this skate sufficiently large to meet the demand bound to be made upon you? That is the question.

A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1

No. 2

No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

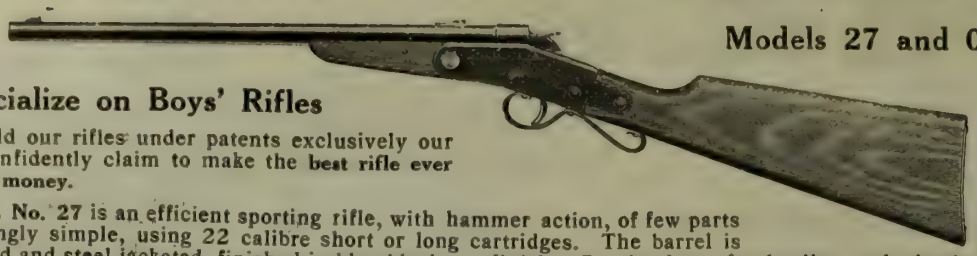
61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

The NEW CENTURY WASHING MACHINE and its ONLY RIVAL

FOOD FOR THOUGHT

If you don't know The Dowswell line of **up-to-the-minute** Washing Machines, Wringers and Churns, you don't know all you ought to know about a good thing. Our Trade Mark is not a big thing to look at, but it is a mighty big thing to help tide over dull times.

THEY'RE SIMPLE and THEY'RE CERTAIN

The Dowswell Mfg. Co., Ltd.

HAMILTON, - ONT.

Agents:
W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Harry F. Moulden, 290 Carry St., Winnipeg, Man.

Perfectly Simple and Simply Perfect

Henry Boker's Skates

Full Nickel Plated

Montreal Pattern

HOCKEY KING

The Unrivalled Hockey Skate of the 20th Century

A glance at above cut will immediately convince skaters of the superiority of design of this skate, and that it is extensively imitated flatters the original.

Made of extra fine quality crucible tool steel narrow and well tempered. Perpendicular support. Making a very fast, light and neat skate. All material of the very best and finished superior throughout.

A BEAUTIFUL CHRISTMAS GIFT

B. TEST REG'D. **P.O. Box 366, Montreal, Can.**

LUMBERMEN'S BOOT CALKS

The Newest and Best in the Market

Handled by All Large Jobbers

MADE ONLY BY

Canada Screw Co., Limited

HAMILTON, CANADA

Manufacturers of **Wood Screws, Tacks, Wire** (all kinds), **Wire Nails, Rivets, Iron and Copper; Machine Screws; Stove, Sink, Sleigh Shoe and Tire Bolts; Bright Wire Goods.**

A Square Deal for the Dealer

Every man who ever handled goods on an agency basis knows how difficult and unprofitable it is to sell a customer who has been quoted wholesale prices. We reserve our wholesale prices for the Hardwareman. We don't "promise" to—we guarantee to do so.

Our "1909" Dealers' Agency Proposition

with which our salesmen are now out, is a binding agreement for our mutual benefit—yours and ours.

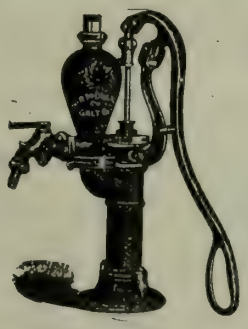
We agree to supply you with a high-grade line of goods at right prices and to protect you in territory and quotations, and you agree to use your effort to further their sale in your locality.

We are now appointing Agents for 1909—get in touch with us.

The Galt Art Metal Co., Ltd.

GALT - - ONTARIO

For All Purposes



McDougall Pumps

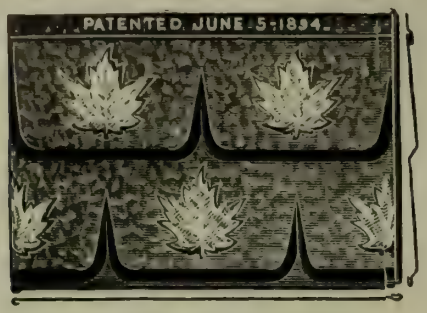
are Standard Pumps for Cisterns, Deep Wells, Contractors' uses, Plumbers, Power connections and many employments. You take no chances with "Aremacdee" on a pump.

A catalogue is laid aside for you

The R. McDOUGALL CO.

Galt, Canada LIMITED

"Safe Lock" Galvanized Steel Shingles



There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market and is still the best. Get your prospects in line and then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal. "We work with the trade."

The Metal Shingle and Siding Company, Limited

HEAD OFFICE and WORKS: PRESTON, ONT. BRANCH OFFICE and WORKS: MONTREAL

GENERAL SALES AGENTS

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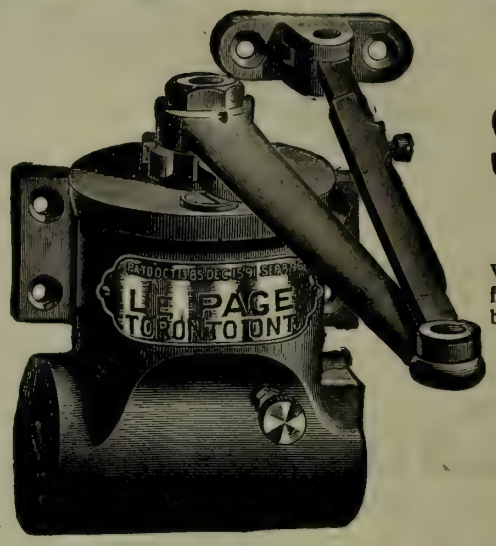
Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
Winnipeg	**Calgary**	**Vancouver**
Clare & Brockest	Ellis & Grogan	Wm. N. O'Neil & Co.

Easy to Adjust—Always Satisfactory

LePage's Oil Door Check and Spring



We also manufacture an unbeatable line of

BOTTOM STOPS

It will pay you to write at once for our Price List

LePage Door Check Mfg. Co.

237 Lansdowne Ave., TORONTO
PHONE PARK 1086
WM. KEATING, Manager

BAR IRON

We guarantee every piece of London Bar Iron to be chemically perfect and properly rolled. You will never run a risk of displeasing a customer if you specialize on London Bars. Our prices are as low as we can make them.

Write us to-day for quotations.

LONDON ROLLING MILL CO. LIMITED
LONDON — CANADA

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J.E.R.&Co

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White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

HOW TO WRITE SIGNS, TICKETS AND POSTERS

BY PAUL N. HASLUCK

Practical handbook for the sign writer, giving concise information on the general principles of the craft. Contents are:—Formation of Letters, Stops, and Numerals; Sign Writer's Outfit; Making Sign Boards and Laying Ground Colors; Simpler Forms of Lettering; Shaded and Fancy Lettering; Painting a Sign Board; Ticket Writing; Poster Painting; Lettering with Gold, etc.

Price 50 Cents.

TECHNICAL BOOKS, - 10 Front Street East, TORONTO

When writing to advertisers, kindly mention having seen the advertisement in this paper.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

CEMENT.

THE HANOVER PORTLAND CEMENT CO., LTD.
Hanover, Ontario.
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

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"PLIC BOOKS"
For making carbon copies of your letters and orders. Write for information.
THE CARTER-CRUME COMPANY, Limited
445-447 King St. W., Toronto, Ont.

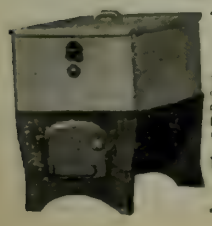
COVERT MFG. CO., TROY, N.Y.

No. 70 Polo
The Steel Spring Snap that has a "snap."
No. 400 King
The Snap without a peer.

FLOOR SPRINGS.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham

FOOD COOKERS


FOOD COOKER
Tank directly over fire heats quick with little fuel. Safe—can be placed anywhere a stove can. Very satisfactory. Used for many purposes. Prices low. write us.
The Steel Trough & Mach. Co. Ltd.
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GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

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SPECIALTIES FOR NOVEMBER
are: Asbestos Stove Pipe Thimbles, Gas Heating and Cooking Stoves Combined, Four Styles Heating Drums, Air Tight Heating Stoves, "Nestable," Four Styles Ash Sifters, Three Styles Toasters and other good specialties, all Hardware Stores.
THE COLLINS MFG. CO., TORONTO.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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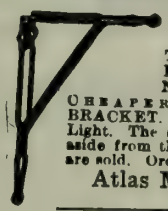
The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

PULLEY BLOCKS & CARGO GINS.

On Admiralty List.
Pulley Blocks and Cargo Gins.
Large variety of patterns. Single, Double, Treble and Snatch. For Hemp or Wire Rope. Fitted with Galvanized or Gun Metal Sheaves, Patent Roller Sheaves, or Patent Self-Oiler Sheaves. Best possible workmanship and quality guaranteed. As supplied to H.M. Government. Also Cargo Gins and Ships Fittings of all kinds.
DAVEY & CO., 88, West India Dock Road LONDON, E.

SHELF BRACKETS.


Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

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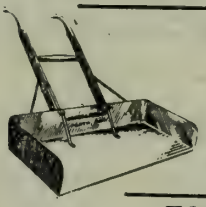
SKATING RINK SCRAPERS
Will clean the ice off in half the time. Appreciated by rink managers everywhere.
JAMES & REID, Sole Mfrs.
Perth - - - Ont.

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AN ARMSTRONG BORING TOOL is always ready for use. Shouldbe on every lathe. Saves all forging 70 % Grinding; 90 % tool steel. Write for Catalog.
ARMSTRONG BROS. TOOL CO.
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My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
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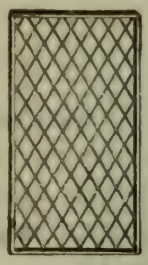
CRESCENT WIRE AND IRON WORKS.
Kingston, - Ontario
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards. Fencing and Railings.
PARTRIDGE & SONS, Proprietors.

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS, U.S.A.
GENERAL AND SPECIAL WIRE HARDWARE.
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

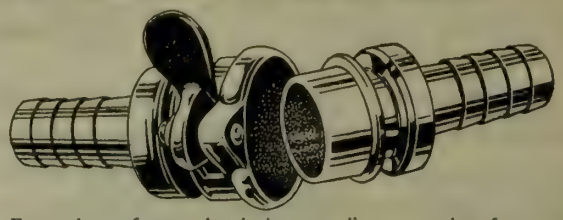
Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.

Time Saver Hose Couplers

will pay you better profits than any other kind, for the simple reason that your customers will find them much more satisfactory.



Every cheese factory, hotel, brewery, livery, canning factory and manufacturing plant in your locality is a good prospect for Time Saver Hose Couplers.

The Time Saving Coupler Co., Limited
166 Bay Street - - TORONTO, CANADA

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

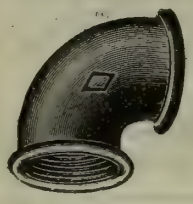
The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.



"DIAMOND" BRAND FITTINGS

are Perfect—
We Guarantee It.

No sandholes, no burred threads. Perfect in material, threading and finish. See that your fittings are stamped with the "Diamond" Trade Mark.

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, - CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

Canada Foundry Company, Limited

14-16 KING STREET EAST

Montreal, Halifax, Ottawa, **TORONTO, Canada.** **Winnipeg, Vancouver, Rossland.**

MANUFACTURERS OF

Power Appliances of all Kinds

Complete Power Plants, Steam, Gas, or Electric.

The Ideal Duster

IS A MECHANICALLY CORRECT MOP HEAD

Scientifically constructed to close automatically with a firm—almost positive—grip, designed especially for dusting purposes, which, with a yard or two of ordinary cheese cloth

Solves the Polished-Floor Proposition

Supplied through the jobbing trade generally, through whom orders are solicited. For prompt shipments on the moment order through

WALTER WOODS & CO. } Hamilton
WOOD, VALLANCE & CO. }
and Montreal and Toronto Jobbers.

TARBOX BROS., Manfrs.
TORONTO, ONT.

British Depot, 2 Hope Chambers, Liverpool
Manfrs. of the Tarbox Self-wringing Mop, Tarbox Pillow-Sham Holders, Etc.

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SAMSON JUNIOR

THERE GOES THE TELEPHONE!

It is a message from Pringle's to note their special lines in ***Telephones and Switchboards.*** All kinds to meet all requirements, in office or home.

Ring up for prices. Westmount 1852.

THE R. E. T. PRINGLE CO., LIMITED

MONTREAL **WINNIPEG**

The Maxwell Leaders

Popular with dealers as strong, steady sellers, and in thousands of homes as great labor-savers.

The "Puritan" Re-acting Washing Machine Built on the correct principle for quick, thorough, easy washing. Built for genuine service.

The "Favorite" Churn The ball-bearing churn, that turns by hand or foot, or both. The best seller in Canada. Eight sizes, to churn from ½ to 30 gallons.

YOU ARE MISSING GOOD BUSINESS IF YOU DO NOT STOCK THESE LINES
WRITE FOR PARTICULARS AND TERMS

DAVID MAXWELL & SONS - - - ST. MARY'S, ONT.

LOW PRICES **HIGH QUALITY** **NO DUTY**

These are the three advantages which the Canadian hardware trade are offered by us. Why pay duty on imported abrasive goods? Our **Emery and Corundum Scythe Stones,** Razor Hones, Knife Sharpeners, Axe and Slip Stones, Grinding Wheels, etc., are the best made.

Catalogue Sent on Request

CANADIAN HART WHEELS, Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited

REGISTERED TRADE MARK

A Marvel

WORLD RENOWNED PATENTED

"DREADNOUGHT" MILLING FILE

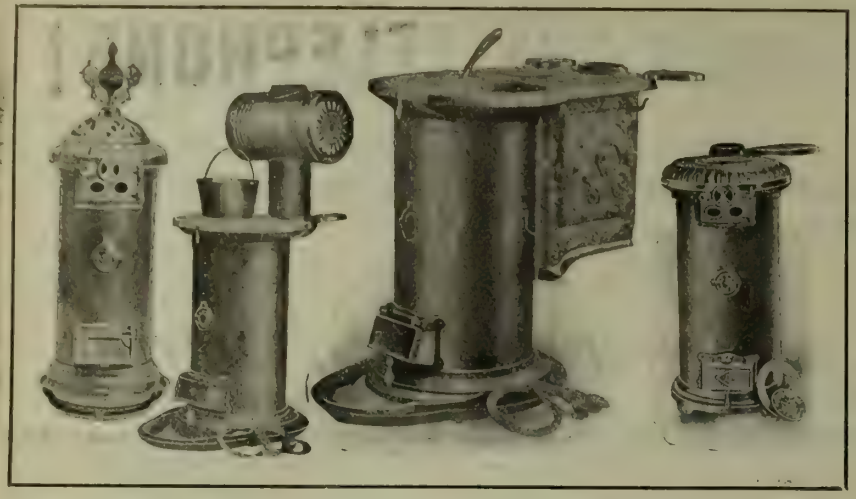
The best File on earth for steel, iron, brass, babbitt, lead, wood or anything else.

of economy, durability, rapidity, machine work, lathe or hand work. Your satisfaction or your money back. Get a sample dozen.

WRITE FOR CATALOGUE

Sole Manufacturer for Canada **J. H. HANSON TILLEY CO., Limited, 422-424 St. Paul St., MONTREAL.**

All enquiries from American side should be addressed to The National File & Tool Co., The Bourse, Philadelphia, Pa.



Improved Tortoise

Our line of Tortoise Stoves is recognized by the trade to be the **most complete line** on the market.

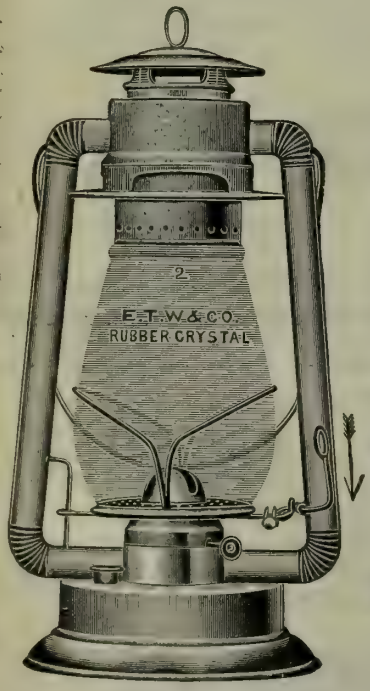
With Shaking Grate or lined with brick from top to bottom

We are now making the Nos. 3 and 4 sizes with grate and are ready to supply any of the line as illustrated above in these two sizes excepting the low oven.

THE JAMES SMART MFG. CO., Limited

BROCKVILLE, ONTARIO

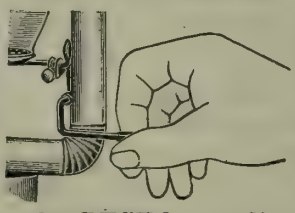
Wright's 1908 New Lift Lantern



This is our **NEW IMPROVED PATENT LIFT**. The most effective lift yet invented.

It is neat, strong and durable, and cannot get out of order.

This lantern is made of the very best material obtainable and has proved to be **SUPERIOR** to every other lantern on the market.



When ordering lanterns, be sure and order the best, and you can only obtain the **BEST** by sending your order to

E. T. WRIGHT & CO., Hamilton, Ont.

SOLD BY ALL THE LEADING JOBBERS

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

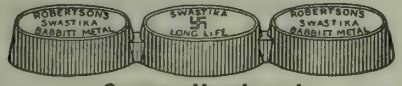
Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG  LIFE

Copper Hardened

BABBITT

Copper Hardened

LONG LIFE METALS

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb. *Write for Booklet*

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

Do You Want Your Share

of the **structural steel** trade that is to be had in your locality? All that you require is a little energy. Find out just what building is under way that will require the use of **structural steel** and advise us giving particulars. Then we will quote you close prices and supply you with other information that will help you to secure the contract. If you want the business, here is your opportunity. Write us about it **now.** Your chance may be gone to-morrow.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

The Garnet Good Cheer

In the 20 inch oven size, just added this season, is "making good" in every sense. Our farmer friends see them in neighbors' houses, and off they go to town for one. They've got the name and number down in their little memo book, and it's the Garnet and no other they must have.

At least that's what the dealers tell us, and their orders bear out the statement.

Are You Getting Your Share of the Country Trade?

If not, here's your opportunity.

The 20 inch oven Garnet is made in both four and six hole top, detachable reservoir, fine square oven, large firebox with all cast linings, and no back grate rest to burn out or warp. Front section of top has lever lift, and all nickle is instantly removable.

The price is right too. Look it up in our price list, and if you haven't one, write us.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

Western Branch: James St., Winnipeg, Man.

5 Sizes

Tortoise
(or Quebec Heater)

5 Sizes

Lined from top to bottom with fire brick. No grates to burn out.

This stove, owing to its tremendous heating qualities and low price, has forced its way on the Canadian market, and to-day there are more **Tortoise** sold than all other heaters combined.

These stoves are made plain, or with top nickel bands, swing tops and urns as desired.

DIMENSIONS :

No.	Diam. of Steel Body	Diam. of Brick Inside	Height to Base of Urn	Actual or Shipping Weight
2	9½ inches	7½ inches	27 inches	80 pounds
3	11¼ inches	9¼ inches	32 inches	120 pounds
4	13 inches	11 inches	35 inches	160 pounds
5	15¾ inches	13¼ inches	37 inches	215 pounds
6	19 inches	16 inches	42 inches	290 pounds

Note—Our No. 6 TORTOISE is the largest made in Canada.

FINDLAY BROS. CO., Limited

Head Office and Works :

Carleton Place, Ont.

Branch House :

309 Elgin Ave., Winnipeg, Man.

Distributing Warehouses :

220 Eighth Ave. West, CALGARY, ALTA.
In charge of THE W. P MILLER HARDWARE and HEATING CO.

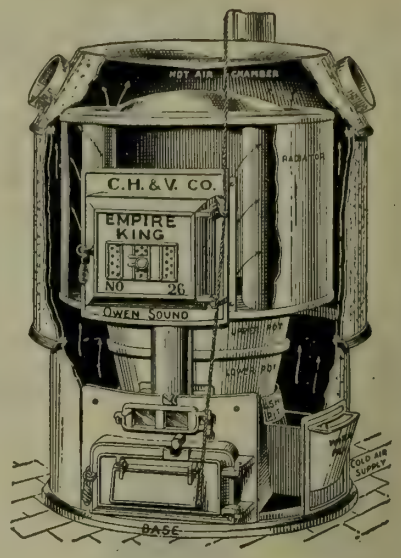
178 Victoria St., TORONTO, ONT.
In charge of STEWART & CO.

Wholesale Agents :

REVILLON BROS., EDMONTON, ALTA.

NONE SO GOOD AS THE

EMPIRE KING FURNACE



A cellar with a low ceiling is no argument against the Empire King. It is low built so that no joists have to be cut, and from the base ring to the top it is perfect in design and construction. The Empire King has few parts—erecting it is the acme of simplicity. Moreover it gives unfailing satisfaction to your customer when it is up. We have a booklet describing the Empire King in detail.

May we send you a copy?

Canadian Heating and Ventilating Co., Limited

OWEN SOUND - ONTARIO

Selling Agents: Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.

LACKAWANNA FURNACE

LACKAWANNA
A Very Powerful and Economical Furnace

Made in 5 sizes. 18½ in., 23 in., 26 in. and 30 in. firepot

BUILT LIKE AN ENGINE AND WORKS AS PERFECTLY AS ONE

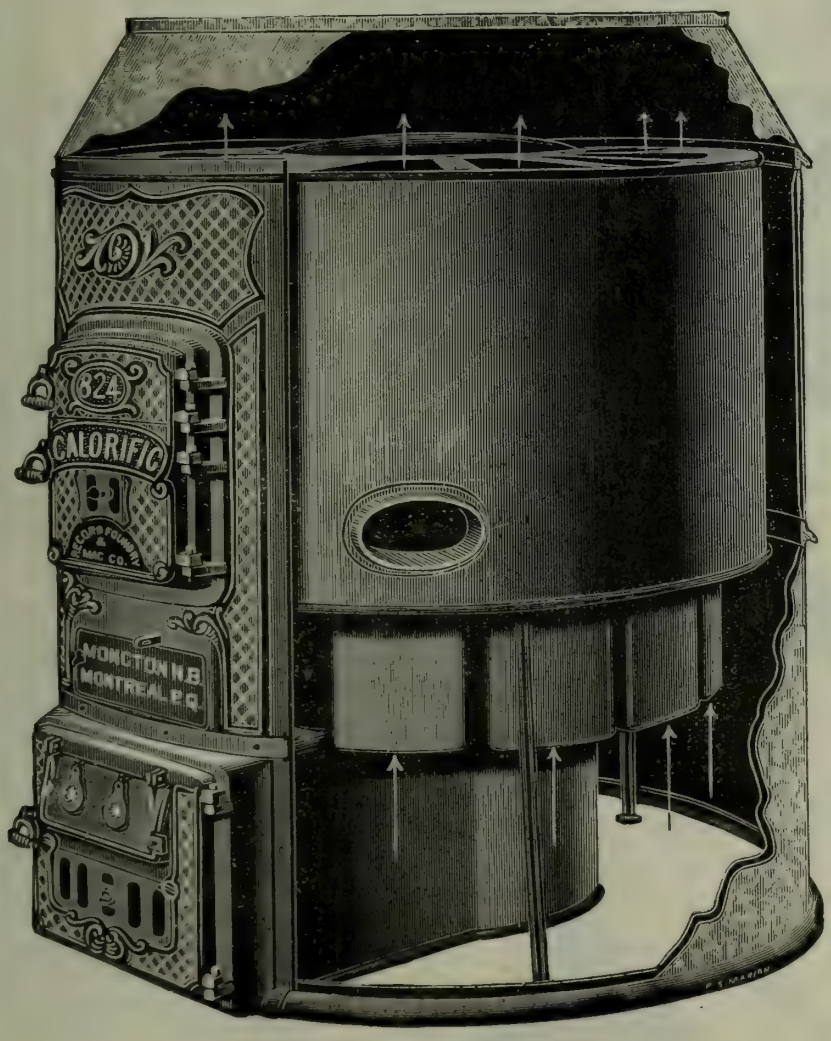
The **Lackawanna** is more easily sold than any other because men of judgment can appreciate its good points of superiority and can realize they will get the full value for their money.

A good horse will sell for more money than a poor one, so will the **Lackawanna**, because the value is there.

BUTTERWORTH & CO.
Limited

OTTAWA - ONT.

The Science of Business is to Give People What They Want



Are You Doing That?

If you haven't thought of Stove and Furnace wants in just this way you surely have never thought of Record Stoves and Furnaces. Thousands of others have, and the wise Stove or Furnace buyer to-day prefers the Record make.

There's a Reason

They know the Record Stoves and Furnaces have merits, and no others can be "just as good."

In the matter of profit, too, the dealer will always find the Record goods eclipse all others. That's vital to you.

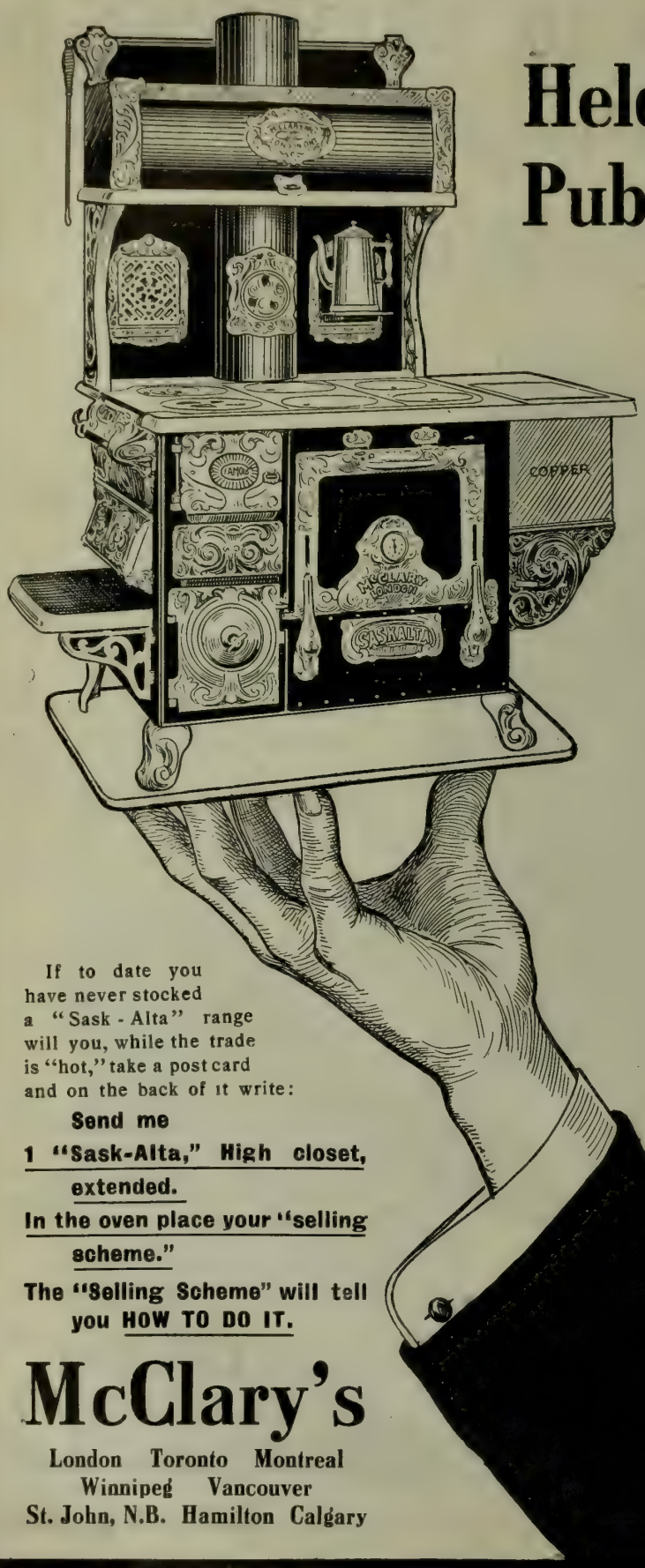
Then our Furnaces sell rapidly. They burn either coal or wood with the most satisfactory results both as to efficiency and fuel economy. It is low built and fits almost any cellar without the usual beam-cutting nuisance.

Write for full particulars. Pleasure to send free. We have a hand book on Heating which is worth money to you. To-day is the day to write.

Record Foundry and Machine Co., Ltd.

Montreal, P.Q. ═══ and ═══ Moncton, N.B.

Sales Agencies In : Toronto Winnipeg Vancouver Calgary St. Johns, Nfld.



Held High In Public Estimation

We want to address this little talk to the man who has been "sitting tight" on the stove question.

1. We didn't create the necessity for a Range as high class as "Sask-Alta."

(a) But we did create "Sask-Alta" Range to fill the necessity.

2. We know no power on this earth can make all the people buy a high class range—no matter how good that range may be.

(b) But we are advertising to such an extent that the biggest percentage of high class buyers will insist on seeing a "Sask-Alta" before settling the range problem.

3. True, you are the best judge of just what ranges will sell in your territory.

(c) But "Sask-Alta" has "made good" and in so many places, that every enterprising dealer should have at least one on his floor.

If to date you have never stocked a "Sask-Alta" range will you, while the trade is "hot," take a post card and on the back of it write:

Send me

1 "Sask-Alta," High closet, extended.

In the oven place your "selling scheme."

The "Selling Scheme" will tell you HOW TO DO IT.

McClary's

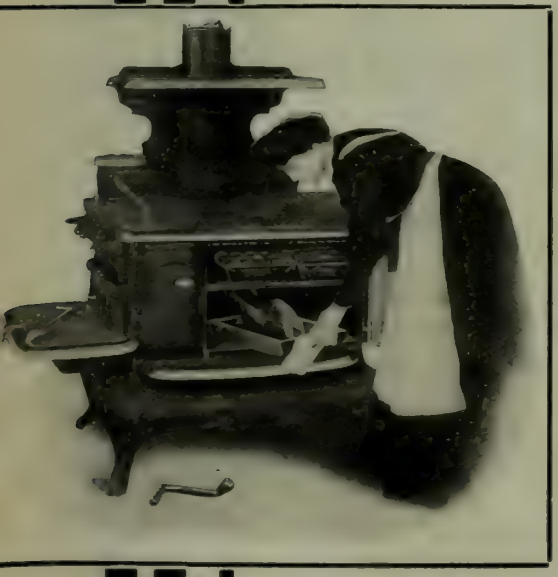
London Toronto Montreal
Winnipeg Vancouver
St. John, N.B. Hamilton Calgary

Imperial Oxford

Sell the Range That Does Sell

GURNE
OXFOR

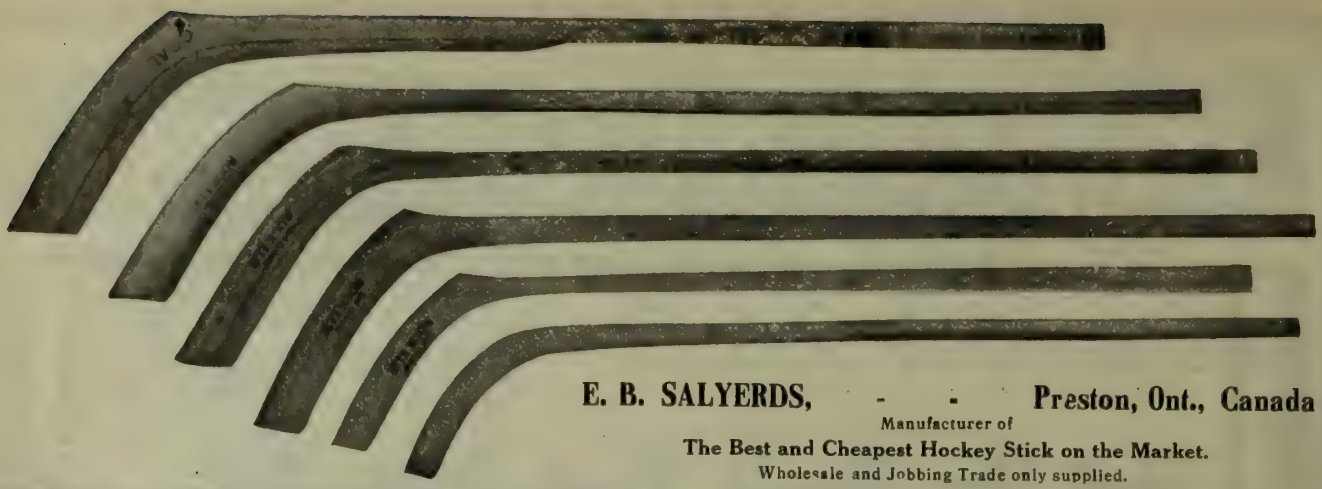
POSSIBLY the Gurney agency in your town is already occupied. Possibly you can capture it — as you would want to if you but knew how profitable it is. Suppose you write us about it?—get ahead of your competitor, and learn why the Gurney Line takes dealers straight to bigger and easier profits. The range shown here, for instance, brings a good price, earns dealers a satisfying profit, and is so much better built and advertised that it readily outsells cheaper ranges. You ought to stock the Imperial Oxford. Talk it over with us. Hear how we really DO help you sell w h a t we sell you.



Write about it to-day.

The Gurney Foundry Co., Limited

Toronto Montreal Ottawa London Hamilton Winnipeg Edmonton Vancouver



E. B. SALYERDS, - - Preston, Ont., Canada

Manufacturer of

The Best and Cheapest Hockey Stick on the Market.

Wholesale and Jobbing Trade only supplied.

SOMETHING NEW IN FENCE

The "Leader" Woven Wire Fence does not bow or sag when erected. It is made of all No. 9 hard galvanized wire, with double-grip lock.

GATES, WIRE and FENCE SUPPLIES

Hardware Merchants wanted to handle our Goods.

LEADER FENCE

Frame & Hay Fence Co., Ltd., Stratford, Ont.

CLEANLINESS

is considered next in importance to Godliness by a great many Canadian Housekeepers. And this particular trait of character will enable you to sell our Refrigerators easier than most others, because you can so easily prove by actual demonstration how easy they are to keep perfectly clean. No complicated parts to take to pieces; no hidden crevices to dig out; and the perfect circulation of air which is guaranteed by our method of construction prevents putrefaction or the creation of foul odors. Every refrigerator is guaranteed.

Send for Our Catalogue!

The Sanderson-Harold Co., Limited

Paris, Ontario

Pleasant As Well As Profitable

Herewith is given the contents of the December Busy Man's Magazine. A strong array of articles—34 in all. You can read every one of them with pleasure as well as with profit. You will readily acknowledge the time devoted to the magazine well spent.

You cannot make a better investment for 1909 than a year's subscription to this magazine. Each number will prove so interesting to members of your home that they will eagerly look forward to the arrival of succeeding issues.

No Xmas gift will be more appreciated than a year's subscription to Busy Man's. All you need do is to send us the address of your friend along with $2. We will send a beautiful Xmas card, stating that it is at your request the magazine is being sent, along with a copy of the Xmas number to reach the address Xmas morning.

System and Business.
- Preventing Accidents on Railroads
- Odd Economies Make Big Businesses Pay
- Stealing the Letters of Corporations
- The Pasture Lands of Advertising
- Increasing Small Wages by Taking Up Side Lines
- After Business Hours

Political and Commercial Affairs.
- Did a Woman Inspire the Ferment in the Balkans?
- What Population Can the United States Sustain?
- How Canada Might Have Lost the Loyalists
- A Danish Statesman Embezzles Seven Millions
- Converting a City from its Evil Ways
- The War Against Trusts in America
- Roumania—The Deciding Factor in the Near East
- Fire—An American Extravagance

Short Stories.
- The Enchanted Profile
- According to Agreement

THE

December Busy Man's Magazine

is on sale at all newsstands

The Magazine with the Red Cover

20 cents a copy; $2.00 a year

Life Stories of Successful People.
- Men and Events in the Public Eye
- Canada's New Baronet—Sir Edward Clouston
- Who's Shonts?—Asked the President
- Hamar Greenwood—His Remarkable Career
- Edison is Now Having the Fun of His Life
- From Waiter to Manager of Gotham's Big Hotel
- Canada and China

Travel and Description.
- General Wolfe's Home in Bath
- A Gondola Dinner That Cost $20,000
- Two Hundred Thousand a Year for Dress

Miscellaneous.
- Are the Wives of Handsome Men of Genius Happy?
- Some Noted Exponents of Early Rising
- Satirizing Rockefeller's Autobiography
- Concerning Puns and Punsters
- The Box Office Test of Human Greatness
- What's the Matter With American Women?
- Culture Versus Cram
- Do We Eat Too Much?

The Busy Man's Magazine

Montreal Toronto Winnipeg New York Chicago London, Eng.

THE

Ideal Gift for Christmas

IS

The AutoStrop Safety Razor

The AutoStrop Safety Razor merits a trial from every man who shaves.

IT IS

The Only Safety Razor that can be stropped without removing the blade or taking it to pieces.

The Only Safety Razor whose blades can be stropped over and over again to a hair edge.

ITS BLADES IMPROVE WITH USE.

The Only Safety Razor that embodies a maximum of comfort with a minimum of expense, to the everlasting gratification of your customers.

The Only Safety Razor that can and will emphasize the following assertions to your customers:

NO OLD BLADES TO THROW AWAY

NO NEW BLADES TO CONTINUALLY BUY

YOU CAN STAKE YOUR REPUTATION ON

The AutoStrop

and your reputation will increase according to your sales.

DO NOT DELAY. *WRITE TO-DAY.*

Liberal Discount to Dealers.

The AutoStrop Safety Razor Co., Ltd.

14 St. Helen Street, Montreal

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

SPECIAL OFFER RULES

White and Yellow. Ask for it.

Schuchardt & Schutte

91 Youville Sq., Montreal

New York, London, Shanghai, Berlin, Vienna, Stockholm, St. Petersburg, Copenhagen, Budapest,

NOW IS THE TIME TO START

if you are not already handling

LIGHTING FIXTURES

We have a large and complete stock of really high-class, artistic, modern Fixtures for Gas, Electric and Combination Lighting. Let us mail you our handsomely illustrated catalogue.

A Postal Request Will Bring It.

The Barton Netting Company, Limited

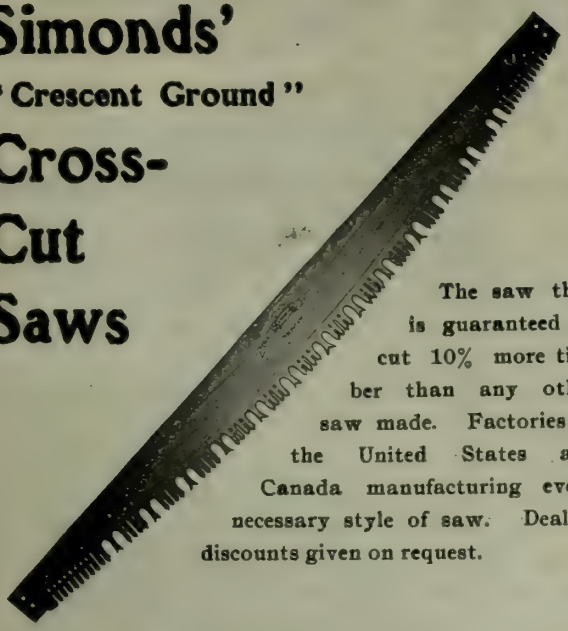
38 OUELETTE AVENUE, WINDSOR, ONTARIO

Mantels, Grates, Tiles, Fire-place Furnishings, Mosaics, Etc.

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Vancouver, B.C. St. John, N.B.

Bone Cutters

This is a favorite size. We make other sizes, from

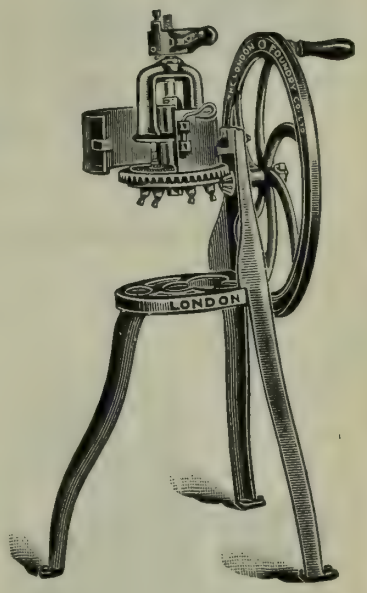
Small Hand

to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.

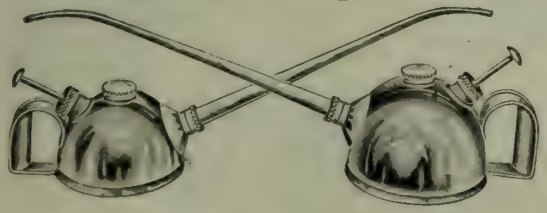


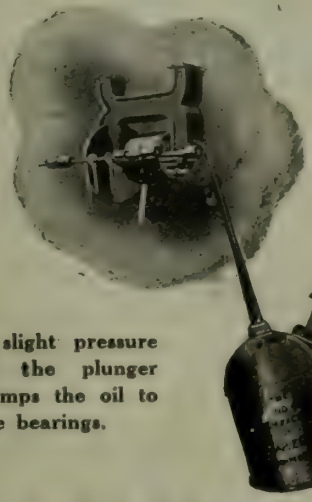
Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Howland Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U. S. A.

Hunters' Headquarters

That's the title your store will earn if you stock JOYCE'S ammunition. There's a LONG SEASON AHEAD. Make sure that you keep brands that will be asked for and BRANDS that are known to KILL always. WALTHAMS, IDEALS, NITROS and BALLISTITES. PLENTY OF GAME — Of course, but remember that it takes good AMMUNITION to bring in the GAME. YOU KNOW THE KIND unless you're living in a FOOL'S PARADISE. TO THE UP-TO-DATE DEALER THERE'S NO ARGUMENT. If your nearest jobber does not keep these lines write direct to

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

F. JOYCE & CO., LONDON, ENG. Makers of ammunition for nearly a hundred years.

"Enterprise" Meat Choppers and

"Enterprise" Sausage Stuffers and Lard Presses

DRIVE THESE TANDEM!

Every user of an **"Enterprise" Sausage Stuffer and Lard Press** needs an **"Enterprise" Meat Chopper.** Sell them together. Push them together. Drive them "tandem."

Every dealer and almost every buyer, knows the superiority of genuine "Enterprise" Choppers.

Lest you forget we remind you of these points about the **"Enterprise" Sausage Stuffer and Lard Press :**

Accurately-bored cylinder. Lips on the inner tin cylinder to make easy its handling when heated. No hot iron cylinder to handle when pressing lard. A patent latch which prevents breaking of plates. Patent corrugated spout prevents air entering the casing thus assuring preservation of sausage.

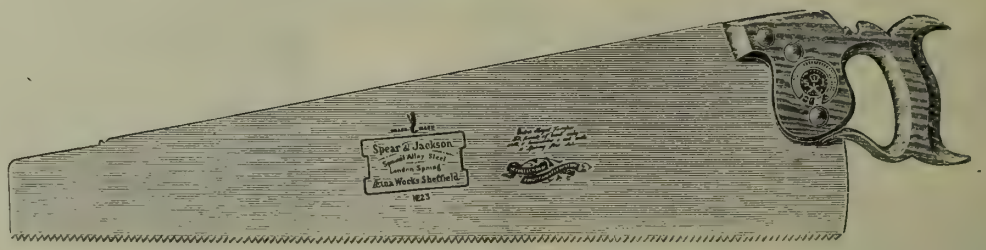
Write for catalogue describing, illustrating and listing these and other "Enterprise" specialties. Get our advertising aids for dealers.

The Enterprise Mfg. Co. of Pa.,

Philadelphia, U.S.A.

21 Murray Street, New York. **438 Market Street, San Francisco.**

LOOK OUT!



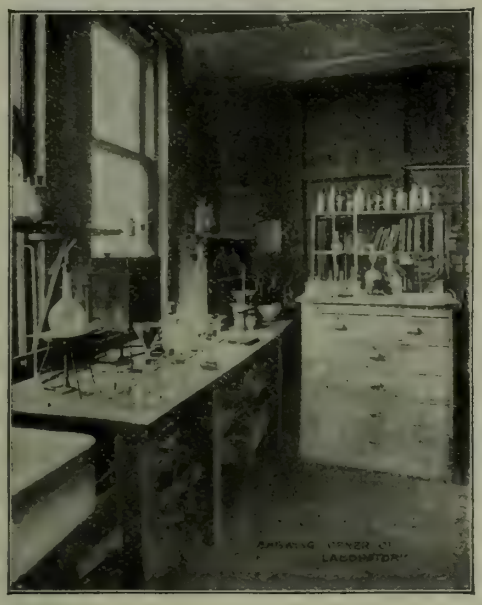
¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.

TO THE HARDWARE TRADE



This cut represents a corner of our laboratory where we test for purity all alloys used in the manufacture of ***Harris Heavy Pressure Bearing*** metal. It has become famous from Coast to Coast. No need of argument with a customer, if it is not satisfactory return him the money and we will send you a Credit Note. This Babbitt is sold in round Ingots.

THE CANADA METAL CO., LIMITED

TORONTO, ONT.

H&R Guns and Revolvers

For over thirty-six years their superior shooting qualities accuracy and dependability have been universally recognized.

Sold the World Over

We want you to have our *new* catalog showing complete line and giving valuable selling points

Here is our three-piece gun, which we call Model 1908. Built on the same lines as our famous Model 1900 in 12, 16, 20 and 28 gauge. This new gun is taken down in the same manner as a double gun—by pulling off the snap fore end and unhooking the barrel from the frame.

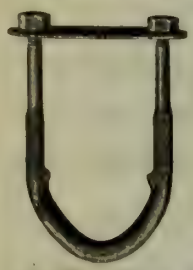
Notice the Target Grip

Light, compact, durable. The first combination of a medium priced revolver with a *perfect full grip*. Prevents slipping and twisting—insures a secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in the shooting.

Harrington & Richardson Arms Co.

515 Park Avenue, **Worcester, Mass.**

STOCK THESE STAPLE SEASONABLE SELLERS



Evener Staples

Made of hand wrought ¾ or ⅞ in. steel.

Every hardware dealer should stock them.

Solid Eye Dogs

Made in three sizes, 7/16, ½ ⅝ in.

Loading Block with Swivel.

Skidding Tongs

1 in., 1⅛ in. and 1¼ in. octagon.

Swamp Hook

1 in., 1⅛ in. and 1¼ in., Octagon.

Hooks

Only for Cant Hooks and Peavies, Round or Duckbills.

Boom Shackle

Made of ⅞ in. Steel or Swedes Iron, interchangeable Pins, made so they won't head when driving out.

We make the best line of Cant Hooks, Peavies and Pike Poles.

Send for Catalogue and Discount Sheets

CANADIAN LOGGING TOOL CO., Limited

SAULT STE MARIE, - Ontario

STANDARD CHAIN COMPANY of CANADA, LIMITED

SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

ESTABLISHED A.D. 1840.

Light - Strong - Durable

Those are the qualities essential to a really good clothes basket. And those are the qualities that predominate in our entire line of

Willow Clothes Baskets

We manufacture them in large quantities and can supply you with four different grades in five different sizes.

Illustrated Price List Sent Free Upon Request.

H. W. Nelson & Co., Limited

TORONTO.

TRADE MARK KEYSTONE BRAND REGISTERED

LOOK TO THE PROFITS

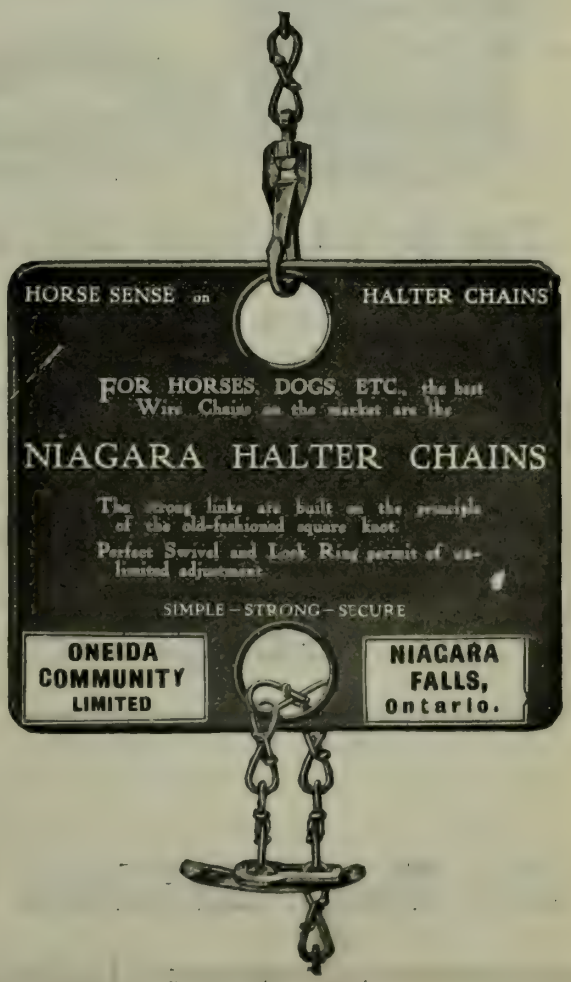
Most Hardware Dealers pay great attention to the heavy goods and neglect their smaller lines, such as Brushes, on which they can make a good margin. You can make

THREE TIMES THE PROFIT SELLING KEYSTONE BRAND BRUSHES

as on most other lines. Why not push this line?

MANUFACTURED BY

STEVENS-HEPNER CO.
Limited
Port Elgin, Ontario, Canada



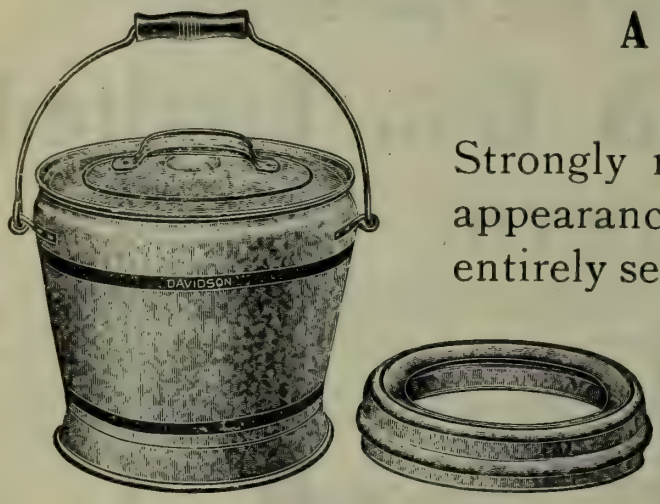
The best thing in skates is our new "VELOX." Unsolicited testimonials from hockey players of great prominence say so and they know. We want you to know.

THE "VELOX"

It has features possessed by no other skate on the market. Strength, lightness, rigidity and speed are all combined in the "VELOX."

STARR MANUFACTURING COMPANY, LIMITED
WORKS: DARTMOUTH, N.S. BRANCH: TORONTO, ONTARIO

The "Western" Slop Pail



A Modern Sanitary Pattern

CAPACITY—16 QUARTS

Strongly made and attractively neat in appearance. Cannot leak, as body is made entirely seamless, with an extra heavy coat of galvanizing, and is finished by being neatly banded with stripes of bright red.

Can be sold either with or without commode attachment

Ask our travellers about it and try a sample dozen

You'll find them trade winners

MADE BY

The Thos. Davidson Manufacturing Co., Limited

Montreal and Winnipeg

Christmas Competitions

Open to Hardware Merchants and Clerks

Window Dressing Contest

With a view to encouraging a greater interest in holiday advertising by special Christmas Displays Hardware and Metal again offers prizes for a Holiday Window Dressing Contest. Following last year's precedent, which proved so successful, contestants will be divided into two classes:

1. For the best selling window display shown in a city over 10,000 population.

2. For the best selling window in towns or villages under 10,000 population.

Six Prizes Offered

In each case there will be three prizes as follows:

1st, $5 in cash; 2nd, a copy of "Hardware Window Dressing" (prepaid $2.50), and 3rd, same as 2nd prize—making in all six prizes totalling in value to $20.

To enter the contest send us a clear photo of one or more of your Christmas windows, with a description and the name of the person who arranged the display. Photos should be mailed us by Dec. 31.

Address the photo to "The Editor," Hardware and Metal, 10 Front Street East, Toronto, and mark it "Christmas Window Dressing Contest."

Advertising Contest

A regular department in this paper is devoted to giving suggestions regarding "Effective Hardware Advertising." We emphasize the fact that the local newspapers are the best medium for hardwaremen to use. To find out what effect these articles have had and to further stimulate the use of this method, which we consider most important for hardware merchants, a Christmas advertisement contest is again announced.

$5.00 for Best Ad.

All up-to-date merchants use newspaper space liberally during the Christmas season with a view to booming holiday trade. We want to get copies of these advertisements. The advertisement submitted should be about Christmas goods sold through hardware stores, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods or other holiday lines. All that is necessary is to forward one or more clippings from your local paper to us, with the name of the writer of the advertisement. The award will be made by an advertising specialist and will be announced, with a reproduction of the prize ad., shortly after the close of the contest. All entries should be mailed not later than Dec. 31.

Advertisements should be marked "Advertising Contest," and addressed to "The Editor," Hardware and Metal, 10 Front Street East, Toronto.

Twenty-Five Dollars in Prizes to Hardware Merchants and Clerks.

With Christmas rapidly approaching merchants and clerks have their brains at work preparing plans and working out ideas for selling holiday goods. To encourage a spirit of friendly rivalry the editor of Hardware and Metal again offers a number of prizes for competition amongst hardware merchants and clerks in Canada as follows:

For the best selling window display shown in a city over 10,000 population, $5 in cash.

For the second and third best displays—two copies "Hardware Window Dressing," retailing at $5.

For the best display in a town or village under 10,000 population $5 in cash.

For the second and third best displays—two copies of "Hardware Window Dressing," retailing at $5.

For the most effective newspaper advertisement, $5 in cash.

Conditions.—Displays and advertisements must be of Christmas goods sold through hardware stores, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods and special holiday lines. The editor, with the help of capable judges, will decide the winners. Additional prizes will be given if entries of special merit are received, while in the absence of competition in any one section, the prizes will be transferred to another where the entries are more numerous. Photos, etc., should be mailed by Jan. 1, 1909.

Address "The Editor,"

HARDWARE AND METAL
10 Front Street East, Toronto

Agent Wanted

Old established cutlery manufacturer, of Solingen, Germany, having had dealings with Canada for more than 30 years, requires energetic agent with a thorough knowledge of the article, and good connections with all the leading wholesale houses, as

Cutlery Agency

Sole Agent for the Dominion

Wanted—A person regularly visiting all the principal places of the country.

Write full particulars to No. 2915, Hardware & Metal, Montreal

DISSTON SAWS

In the **DISSTON BRAND** of **SAWS** you have the advantages obtained by the use of highest quality crucible steel specially made in the Disston Steel Works, approved designs, most skilled workmanship—all backed by an experience of over **SIXTY-EIGHT YEARS** in saw making—a combination not equalled and which speaks for the utility of the saws.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

UNITED STATES
STEEL PRODUCTS EXPORT CO.
MONTREAL, QUEBEC

EXPORTERS OF THE PRODUCTS OF

CARNEGIE STEEL CO.
LORAIN STEEL CO.
AMERICAN BRIDGE CO.

ILLINOIS STEEL CO.
NATIONAL TUBE CO.
WESTERN TUBE CO.

AMERICAN STEEL & WIRE CO.
TENNESSEE COAL & IRON CO.

STEEL PRODUCTS OF EVERY DESCRIPTION

PLUMBERS' AND STEAMFITTERS' SUPPLIES

Are your low Tank Combinations giving you trouble? If you have not used our "ELGIN" Low Tank Closet, you should try one.

Tank contains our patent high-up combination shut-off cock and ball cock. The most convenient and easily repaired.

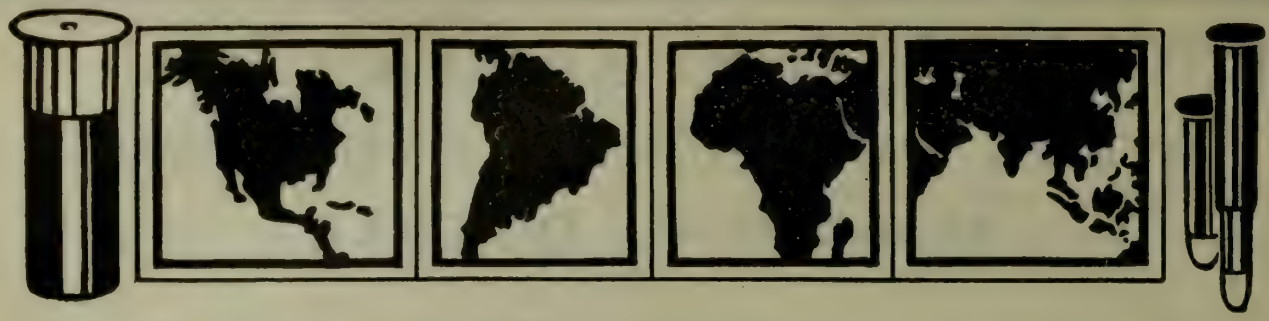
It is a favorite with the trade.

We also have our
"SIMPLEX" Syphon-Jet Closet.
"ASTORIA"— Special high grade closet with extra large Bowl and Tank.

Automatic Air Valves—For Steam.
We have these Goods, low in price, high in efficiency.

"TORONTO" Automatic Air Valve.

The Jas. Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West. TORONTO



BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	**Imperial Shells**	**Sovereign Shells**	**Crown Shells**
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.)

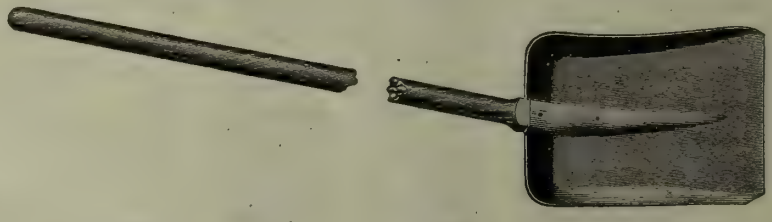
Dominion Cartridge Company, Limited, Montreal

Kemp's Arctic Snow Shovels

HEAVY.—STEEL BLADES

Blades stamped from heavy steel, and securely fastened to the handles by two bolts, which pass through straps of steel beneath the handles. Light, strong and durable.

EQUALLY SERVICEABLE IN BARN OR STABLE



Size	Boys'	Large
Japanned, inches	10 x 8	14 x 13½
Galvanized, "		14 x 13½

Prices and discount on application.

Put up ½ dozen in a bundle

KEMP MANUFACTURING CO.

Corner Gerrard and River Streets, Toronto, Canada

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

What To Do In December

Early Buying and Early Selling the Ideals to Aim at—Give the Store a Holiday Appearance—Keep an Eye on Next Year's Prices.

Presuming the hardware merchant has set himself out to make a bold bid for a good share of the holiday trade of his district, he has an extremely busy time in front of him. The class of goods now dominating the jobbers' shipments show that a large number of dealers have already ordered their lines, and that they intend to be in good time with their display. But as procrastination is as prevalent in the hardware industry as in others, there are still no doubt many merchants who have not yet placed their orders. We would strongly advise those of our readers who are in this category, if they have any intention of trying for a bigger share of the holiday trade, to lose no time. This year the jobber is in a good position to ship promptly, so that belated requirements will receive an attention that in normal years would probably be impossible, but the fact does not excuse the folly of leaving things until the last moment. The merchant who runs the risk this year, and comes out all right, through the reasons we have given above, will be, more than likely, inclined to repeat the process next year, when shipping conditions may be different, and then he will be in the unfortunate position of losing customers through not having the goods.

Early Bird Catches the Worm.

To secure the greatest measure of success from his Christmas venture, the hardwareman should be early in the field with his display. It is a mistake to let the other merchants of the district get a start. Many customers are impressionable in their buying. They make up their minds, probably, from an early window display, or advertising medium, that such and such a store is the "one" for presents, and notwithstanding what brilliant display may meet their eye later on, the original impression will endure, and the merchant first in the field will secure their trade—and he deserves it. In addition, many people now purchase much earlier in the month than they did. They recognize that by so doing they get a better selection from which to choose, and there is less probability of hearing the salesman say, in reply to an inquiry for a certain article, "I'm sorry, but I have none left. If you had been here earlier in the week you could have had half a dozen." The merchant should encourage this habit of buying early. It tends to relieve the store of the overcrowding that takes place towards the close of the third week in December; and gives the salesman a chance of attending promptly to everyone, and of keeping the stock in complete order and displayed to its best advantage right up to the end. The merchant, too, could announce his willingness to hold an article for a customer on a small deposit. This would influence many a customer who, although recognizing the advantage of purchasing in good time, may not have the wherewithal at that moment to put the knowledge into practice.

Make Early Displays.

December should be ushered in with what might be called the preliminary flourish. Whatever advertising medium the merchant deems fit to employ should be thoroughly utilized, and his windows given a semi-seasonable appearance. In other words, some of the lines that are being carried should be displayed, but without any of the decorative effect that will be shown later on. The articles need not be priced, so that a certain amount of curiosity can be engendered as to their cost. Notices should be placed conspicuously in the windows and interior, stating that the merchant has made extensive preparations for the Christmas trade, and that such a collection of articles suitable for presents has never been displayed before in the district. At the same time customers should be advised to buy early, and secure the best of the stock.

The merchant should try and impress the community with the idea that his store is the "right" one for a suitable present, and that not only have the articles been selected with the keenest judgment of what customers want, but that the prices are equally good. During this time the dealer can perfect his final arrangements for the interior display; work on any set piece, such as we have described in previous issues, that he may have decided to use, and commence quietly to clear his floor of any of the heavier stock that interferes with his space, and the arrangement of his tables and stands.

In the second week he should launch out with his full scheme of Christmas display. He should give the store the fullest seasonable coloring that he can devise, so that the goods may be given the best chance of selling. The spirit of the time should reign supreme in window and interior. There should be plenty of floral decorations and plenty of mottoes; and so all-pervading should be his influence of Christmas cheer and good-will towards men, that the most chronic curmudgeon entering the store should feel more kindly disposed towards the world, and, softening under the memories of younger days, recollect one or more cases where a present from him would give unalloyed pleasure. The merchant should utilize every scheme whereby the selling force of his goods can be increased. Employ tables, stands, and counters for display, and ticket each article conspicuously. Make the interior as attractive as the windows, and the windows as attractive as the interior. Draw the womenfolk and the children, and the rest will be easy.

If the merchant has selected his lines with judgment (and a very wide range of suitable articles has been given in recent numbers of Hardware and Metal) and displays them with their proper Christmas setting, he should have no cause to complain of the success of his holiday trade venture. The effort should be made thoroughly, or not attempted at all.

Push Seasonable Lines Also.

Although the Christmas trade predominates at this time, the merchant should not neglect his staple lines. If he is short on snow shovels, cold blast lanterns, sleigh bells, weather strip, sleigh heaters, ice scrapers, stoves, oil cookers, kitchen utensils, and lumbermen's supplies, he should at once send in his sorting-up orders. It is a mistake to carry light stocks. The fact that the dealer has done so during the year is no reason why the course should be continued now. As a matter of fact, it makes it all the more important that there should be a change. After such a long period of light buying, a heavy demand may break in at any moment, especially as conditions are now all in favor of a strong buying movement. To face a heavy demand with poor stocks is to miss the opportunity of a lifetime. To disappoint a customer through not having the article wanted is not only to lose the profit on that sale, but what is a greater misfortune, the probable stopping of any further visits from that particular person, besides having to contend with the circulation of the statement, "So and So's no good. He never has anything you want."

The merchant should also consider his spring requirements. Next year a strong revival of trade is expected. Factories will be working at high pressure, jobbers will be shipping overtime to keep up with the demand that a year's economy has created, and a congestion at some time or other is more than likely. The merchant, therefore, who is early with his orders is on the safe side. Prices, too, are showing a firming tendency. The stiffening in copper and brass goods shows which way the wind is blowing, and the merchant should not wait to be squeezed. Poultry netting is higher, and lawn mower prices show changes. It would be a wise precaution therefore if merchants placed their spring requirements as soon as possible, and thus be in good shape for what is likely to be a record trade movement.

CHANGE OF ADDRESS.

The offices of the MacLean Pub. Co., at New York, R. B. Huestis, manager, have been moved from 544 West 145th St. to 622-624 Tribune Building.

The contract for the new skating and curling rink at Cobalt, which will cost $6,000, has been awarded to Dunbar Bros., Haileybury.

Hardware Conventions at Memphis

Hardware Manufacturers and Wholesalers of the United States Meet in Annual Conventions—National Retail Hardware Association Send Representatives—Canadians Also Present.

The annual conventions of American jobbers and manufacturers were held at Memphis, Tenn., Nov. 18, 19 and 20. The conventions were largely attended and were pronounced unparalleled successes.

The old familiar questions of parcels post and catalogue houses which in previous years have occupied the most of the time at the executive sessions were not given so much prominence this year. Cost keeping systems, tariff revision, and the advisability of keeping tab on legislation were brought more prominently to the front and a number of useful and practical ideas were developed in connection with these very important questions.

WILLIAM STARKE, MONTREAL,
Who Headed the Canadian Wholesale Hardware Delegation.

The associations have not by any means given up the fight against the establishing of parcels post system or against the catalogue houses. They have found, however, that the most effective work can be done by a committee consisting of representative jobbers, manufacturers and retailers.

Opening Meeting.

The opening meeting is always a joint session of jobbers and manufacturers, and is looked upon as probably the most interesting during the whole convention. President Wright and Secretary Fernley delivered masterly addresses dealing with the work done during the past year and outlining the questions which would probably engage the attention of the association during the coming year.

President Wright's Address.

President Wright stated there had been a general shrinkage in business during the past year, but the tide had turned and he could see nothing but a bright and prosperous future. During the past year surplus stocks of jobbers and retailers alike had been reduced to a lower point than for many years past. The results of the elections, however, had swept away clouds of doubt and fear that had retarded complete restoration of business activity; with a crop in excess of the average, with prices on most farm products higher than ever before, and with the assurance of a safe, conservative but progressive administration, he felt that the next four years would establish a new record in all lines of business activity and development.

Parcels Post.

The parcels post question would undoubtedly come up again at the next congress and he urged all members not to relax in the slightest their efforts to defeat this bill. It was class legislation and was inconsistent with the policy of the Government to father paternal legislation or to engage in freight transportation.

Secretary Fernley's Report.

In his annual report Secretary Fernley dealt particularly with the mail order and catalogue house competition. He had been supplying members of the association with printed slips showing net prices quoted by catalogue houses and which were on a basis which prevented jobber and retailer from securing a proper margin of profit. He had consulted eminent legal authority and had been advised they were quite within the limits of the law in doing this.

He suggested that if manufacturers permit catalogue houses to quote their goods to consumers at a price which made it impossible for the retail merchant to compete, then it was the privilege of the jobber to take such price as basis for the retailer and insist on obtaining a price which would enable him to sell the retailer so that the catalogue house price could be met and a proper profit reserved for retailer and jobber.

Cash Discount.

He was glad to be able to report that the cash discount of 2 per cent., 10 days, had been pretty generally adopted as a rule of the trade, about the only exception being bar iron, steel, brass, and copper.

President Starke's Address.

President Wright then introduced Wm. Starke, President Canadian Wholesale Hardware Association. Mr. Starke said:

"As president of the Canadian Wholesale Hardware Association I desire to thank you for the kindly reception accorded me. Our association has been represented at nearly all your annual conventions since 1899.

"You will no doubt be glad to hear that the depression which has lasted in Canada for about a year is quietly but surely disappearing. We feel we are safe in predicting that next year a revival in trade in our country will take place, which will be very acceptable to the hardware community. While we

have not suffered from financial depression to any great extent, still a shrinkage in business was noticeable.

"Thanks to a large interest in your country prices were fairly well maintained and I think I am safe in saying that jobbers, both in your country and our own passed through the late depression with less loss than was caused by any other period of hard times.

"In Canada the crop which has been harvested and is now being exported was possibly the largest and most valuable that Canada has ever enjoyed. We naturally, therefore, look for an increasing immigration and with it a continuance of good times.

"I must not take up too much of your time, as I prefer to learn and deliberate in your meetings, which have always proved in the past of such benefit to our association in Canada.

"I again thank you on behalf of the Canadian Wholesale Hardware Association. I wish you all success in your meetings and continued prosperity for the National Hardware Association."

Secretary Hardy's Address.

Jas. Hardy was then introduced as Secretary-Treasurer of the Canadian Wholesale Hardware Association. Mr. Hardy said:

"The Canadian association wishes you all peace, prosperity and plenty. At school we used to learn the three r's were the things of the greatest importance, but what business men want,

JAMES HARDY, TORONTO,

Who was Afraid He Would Miss Something if He Went to Sleep.

to-day is the three p's referred to as peace, prosperity and plenty. Last year we had the privilege of having some of your officers visit us. We had also the pleasure of meeting your Mr. Fernley and one or two members of your organization at our last meeting. Now we desire and hope that this is only just a start with you. We have a great country. You know what the south, the east and the west are, but we ourselves do not know yet just what the north is, but whatever it is we claim it. A previous speaker remarked you would soon be able to consume all the wheat that you could grow. Well, we are ready to supply you for a number of years."

Gordon Seybold's Address.

Gordon C. Seybold, of the Starke, Seybold Co., Montreal, was then introduced and spoke in a very optimistic strain of the future of Canada and of the present outlook for business in that country. He had come in contact with jobbers, manufacturers and retailers, both in Canada and U.S., and he believed the hardware trade was in fine condition and that the future was full of opportunity and promise. During the past few years a number of U.S. firms had established factories in Canada and this was proof of the confidence they had in the rapid development of a country which was justly famed for its mines, its fisheries, and its great agricultural interests. He wished to thank them for the honor of being called upon to address them. He could assure them he appreciated it, and he hoped some day to have an opportunity of reciprocating and of extending the glad hand to any of their members who should visit his home city, Montreal.

President Asbury's Address.

The address of Chas. W. Asbury, President of the American Hardware Manufacturer's Association dealt with subjects which are of as much interest to the Canadian trade as hardware dealers and manufacturers in the United States.

Co-operation.

Mr. Asbury referred to the benefits to be derived from co-operation in the hardware interests. The three important branches, wholesaler, manufacturer and retailer, were well represented, and there were many points upon which their interests ran in precisely the same channels, and co-operation of the three interests were bound to bring good results. It would hardly do for any one of these interests to feel such a degree of satisfaction with themselves as to assume that they were the important ones. Each had its special work to do, but in doing that work we should not forget that there was some other work that we might do that would benefit all of the interests if we acted unselfishly.

Rock Bottom Prices.

With regard to purchasing materials, however, he thought it was pretty well agreed that prices in most lines had reached rock bottom.

The wise man buys with fair liberality upon a low market and makes a good merchant when he sells upon a high market. It would seem therefore as if the time was opportune for both manufacturer and jobber to purchase with fair liberality at least covering his well known needs at that particular time. They might lose on one thing but he felt sure they would gain much more on other lines by so doing.

Interchange of Ideas.

He referred to the great progress the retailers had made during the past few years in their organization. This was bound to be beneficial to the trade at large. The more they could interchange ideas amongst themselves and with the jobbers and manufacturers the more they would appreciate the other's position, and by talking these matters over practically little difficulties would be smoothed over which would otherwise grow into great grievances.

Jobbers' Special Brands.

In dealing with the question of jobbers' special brands Mr. Asbury pointed out that the same measure of reliance upon quality could not be placed upon goods bearing any other brand than that of the manufacturer. The manufacturer naturally was jealous of his reputation and would take care that his own brand was placed on high grade goods, whereas when making similar goods under contract it was but natural he should practise every economy in manufacture, as he received a very low

GORDON C. SEYBOLD, MONTREAL.

One of the Canadian Visitors at the Memphis Conventions.

price for such goods made under contract.

Tariff Revision.

Regarding tariff revision, which is likely to be a live question at next congress, he thought they should give the protection system a general support, but considered it would be unwise to go minutely into the matter of schedules. The making of a tariff was such an exceedingly complicated matter that it seemed to be almost impossible to consider fairly and judiciously each separate item.

Two New Departments.

He also drew attention to two new departments which had been started last year, the one to watch carefully all bills introduced to Congress which directly affected manufacturers, and the other a cost-keeping department, which had already given valuable assistance to a number of members who had taken advantage of their services.

The Retail Delegation.

The National Retail Hardware Association was represented by A. T. Stebbins, Rochester, Minn., President, and M. L. Corey, Argos, Ind., Secretary. Mr. Stebbins read a paper before the

(Continued on page 43.)

HARDWARE AND METAL

Established - - - 1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses:

Canada: Macpubco, Toronto. England: Atabek, London, Eng

OFFICES:

MONTREAL - - - - - - 232 McGill Stree Telephone Main 125

TORONTO - - - - - - - 10 Front Street East Telephone Main 7324

WINNIPEG - - - 511 Union Bank Building Telephone 3726

LONDON, ENG. - - - - 88 Fleet Street, E.C. J. Meredith McKim Telephone, Central 12960

BRANCHES:

CHICAGO, ILL. - - - - - - J. P. Sharpe 933-935 Monadnock Block

NEW YORK - - R. B. Huestis, 62'-624 Tribune Bldg. Telephone 4 35 Beekman

VANCOUVER, B.C. - - - - - - R. B. Bennett

PARIS, FRANCE - Agence Havas, 8 Place de la Bourse

ZURICH, SWITZERLAND - Louis Wolf; Orell Fussli & Co.

Subscription, Canada and United States, $2.00

Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

WHEN IS PAPER DELIVERED?

Hardware and Metal is published Friday nights and, as a rule, is mailed or delivered to subscribers Saturday morning. Readers in Toronto and most parts of Ontario and Quebec should receive the paper by Saturday's mails, and other readers can easily figure out when it should be delivered to them.

Readers who do not receive Hardware and Metal promptly are requested to notify the publishers so that any delinquencies in the delivery system can be remedied.

ENCOURAGE THE CLERK.

The wise hardwareman will encourage his clerk to compete for one of the prizes offered by this paper for the best window display and the best ad. of hardware goods in the coming holiday season, particulars of which can be found on another page. To compete for the prize will encourage the window trimmer to put more thought into his work and more ambition into his make up. This will help both employer and clerk.

Discussing this subject an exchange suggests that clerks can improve their efficiency by suggesting ideas and plans for improving the holiday trade to their employer. Writing them out in black and white, it points out, is one of the surest tests of their reasonableness.

Unless you can put your plans on paper you won't be sure that each step is logically developed, that the whole will prove practical and effective. An idea that isn't definite enough to be written down isn't worth while, and the proprietor is anxious to give you credit for all the good there is to your idea if it is only put in such a shape that it can be studied and its value ascertained.

It isn't a bit too early to begin Christmas advertising now—not necessarily in the larger space that you will use for the ten days or two weeks just preceding Christmas, but in space large enough to properly present the advantages of early buying and to hold out temptations in the way of attractive Christmas offerings. Emphasize the early-buying argument; the greater opportunities for satisfactory selections from complete assortments; the pleasure and satisfaction of buying with more care and deliberation than will be possible when the rush sets in, and the comfort and pleasure of it.

Advertise that you will lay goods aside on payment of a small deposit and that you are in position to set up and make stove and range deliveries right up to the last minute if necessary.

Do everything you can to make Christmas shopping easy and agreeable at your store. Try to make yours the leading Christmas hardware store in town by offering every help and convenience at your command, and then, for the sake of prestige and future business "make good" on everything you promise.

PURCHASING BY GRAFT.

No one except the grafters will be sorry that the Minister of Marine has issued instructions to "blue pencil" the patronage list.

The patronage list, which has existed since Confederation, under all Governments, Federal and Provincial, never had any excuse for its existence, except to create an exclusive list of political favorites who might furnish supplies and undertake contracts.

In an ordinary business enterprise it would not have been countenanced for one moment, and custom should not allow its continuance in the Marine or any other Government department.

The fact that the patronage list is a preferred list is not its worst feature. Undoubtedly purchases are made for Federal and Provincial Governments at prices which are not above those ruling on the open market. Some of those on the patronage list have declared that they have had to sell at prices which did not return them even a moderate profit. But that does not alter the fact that as a whole the system is bad and a hot-bed in which graft flourishes.

Every buying department, Federal and Provincial, should be placed on a business basis; and the exposures in the Marine Department should hasten its consummation.

The first step should be the appointment of men with practical business experience in the particular lines which the various departments have to purchase. And a salary should be paid which would ensure competent as well as honest men.

RAILROADS SPENDING MONEY.

A good evidence of the returning prosperity of the country is the activity being displayed in the equipment work of the Canadian Pacific and Grand Trunk Railways. In times of depression railroad expenditure is generally among the first to show contraction, and in the same way it is equally quick to expand when conditions are once more healthy again. The construction department of the C.P.R. are now busy building new equipment at nearly the same pace marked out when the country was at the height of its prosperity. The Angus shops at Montreal are turning out twenty freight cars a day, and will be doing so for the next six months, at least. The construction of locomotives has also been resumed at the Angus shops, and one locomotive a week is steadily being produced. Half a million dollars has been appropriated for this between now and the close of the fiscal year in June, and nearly $2,000,000 will be spent in passenger car equipment.

The Grand Trunk has just placed an order for 1,000 steel hopper coal cars with the Pressed Steel Car Company, of New York. The Canada Car Company, Montreal, is still busy with the orders for Grand Trunk rolling stock, turning out about eight cars every working day. The original order was for 10,000 cars, and this has been executed, and a new one undertaken. The cars are worth $800 each. Better examples than these facts as to the turn of the tide cannot be given.

"SHARP PRACTICE" DON'T PAY.

Unfair methods in dealing with customers should be shunned by retailers who would hold their friendship and business. The following incident was related a short time ago which gave the hardware merchant a black eye with the particular patron and probably was the cause, also, of his losing more business, as well.

The Hardware Trade tells of a farmer who had run up an account of, perhaps, twenty dollars. It was at a time when

he was hard up and the merchant who had trusted him before, gladly extended credit. A definite time was agreed upon for payment as the market on some stock he owned was too low for immediate sale. As it was in winter the dealer proposed that sixty days would give the farmer sufficient time to get his stock marketed at good figures and the latter readily assented to the plan.

Within a fortnight after this sale had been made, the farmer, wishing to realize a little money with which to purchase some necessary provisions, hauled a load of wood to town and placed it on sale at the market. The retailer was apprised of this fact and going to the farmer offered him $4 a cord. His offer was accepted and the wood hauled to the rear of his store. It measured a cord and a half, and six dollars was the resulting value of the load. Nothing was said to him about paying for this by giving credit on the other account until the wood was corded up in a pile. Then the farmer asked him for payment and was informed that due credit would be given. A heated exchange of words followed, but the merchant would not give in, and so the farmer was credited with the amount on the books.

Three days later the farmer sold some stock and settled his bill in full. He then went to a competing store and purchased a stove for cash. Things were coming easier for him now and he was therefore able to buy on a cash basis. But the dealer whom he considered had taken such underhand means did not get his business.

This particular merchant had a reputation for such practices and seemed to pride himself on the methods he used in making collections. The farmer, who had traded with him for twenty years; sometimes for cash and sometimes on a credit basis, had always been prompt in making payments. So a good customer was lost through a misconceived plan of effective collecting.

THE METAL SITUATION.

The primary metal markets just now are going through a very critical period, and the progress of events will be watched by Canadians with a considerable amount of interest, not unmixed with anxiety. Governed as the home markets are by conditions in London and New York, it is essential to the speedy and complete re-establishment of the situation here, that a steady improvement should take place at these centres.

As a matter of fact, New York really dominates the position at the present moment. The speculative element rife in London may give that great market a fictitious value in determining the course of events, but on New York, as conditions now are, rests the full responsibility of saving the situation. As the break down in the wheels of American industrial activity caused the crash over a year ago, so it is that the complete re-starting of the same machinery can alone put trading back on its old footing again. In the growing strength of the legitimate consumptive demand in the New York market lies the saving of the metal situation.

Just now there is a lull in conditions. The heavy buying that took place around the time of the Presidential election has apparently ceased. It was hoped at the time that the movement, which gave rise to so much speculation and caused quotations to jump up strongly, was the first sign of that rapacious appetite for metal which producers and sellers have been waiting so long to see. But the lull has to a great extent disappointed hopes. The heavy purchases were made, apparently, not on account of an immediate requirement demand, or on the strength of coming actual orders, but in anticipation of higher figures and improving business consequent upon a popular election result.

There has been much exaggeration in the reports of reviving business, and altogether the markets have had a hysterical tendency that has not helped matters. But although the improvement in legitimate consumption in iron, steel, copper and other metals has been exploited for speculative purposes, and the result can be seen now in the weakening tendency of the markets, especially copper, yet there is undoubtedly underneath it all an increase in business activity. The situation is sound. The confidence of producers has not been shaken by the reaction, and they are holding tenaciously to prices. There is no forcing sales, and no disposition to take contracts far into next year. The actual mill and factory operations are stated to be improving, and although there may be no rush of orders such as have been reported, a steady volume of metal is being used.

That there is a strong consuming demand ready to break in, no authority seems to deny but whether the time is yet ripe enough for it to appear, it is impossible to say. But there is no doubt that on this demand depends the maintenance of the prices now ruling in the primary markets, and the stability of the metal situation all over the world.

CANADIAN ASBESTOS BEST.

According to the annual report of the United States Geological Survey, there was a marked decrease in the production of asbestos in the United States in 1907, the output amounting to but 653 net tons (of 2,000 lbs.) valued at $11,899, as compared with 1,695 net tons, valued at $28,565, in 1906. The cause of this decline is found in the better quality and greater abundance and accessibility of the Canadian asbestos, which completely dominates the industry of the United States. Nearly all the output of asbestos in 1907 came from the Sall Mountain and Hollywood Mountain of Georgia, which is the only state that furnished asbestos for the market in 1907, and nearly half of the quantity produced was exported. The largest output in the history of the industry in the United States was in 1905, when the product amounted to 3,100 tons

CONVENTIONS AT MEMPHIS.

(Concluded from page 40.)

convention, which was listened to with great interest, and which presented very forcefully the retailers' attitude on a number of very important questions.

Advance in Prices.

He referred to a statement made by the president of the Hardware Manufacturers' Association, to the effect that there would probably be an advance in prices shortly. This was of great interest to the retailer, for it was the retailer who stood between the manufacturer and the catalogue houses. If there was to be any advance the retailers would like to have a good explanation for it in order to satisfy their customers that they were not making an exorbitant profit, as every one knew that raw material was cheaper than it had been for some time.

Suggestions for Manufacturers.

Mr. Stebbins suggested to manufacturers that they use stronger and neater packages, with attractive labels of plain character and letters and space for cost and selling price; that they would also mark the boxes so that the contents could be read without the aid of a magnifying glass; that they would put the labels on sides instead of on the top of packages, where they could not be seen when on the shelves; that they should put nuts on bolts as of yore so that the retailer would not have to spend his time doing this before he could effect a sale.

Catalogue Houses.

He drew attention to the inroads the catalogue houses were making in their business, and warned both manufacturers and jobbers that when the retailer suffered their business would also be crippled and curtailed.

Delegation to President.

Mr. Stebbins also dealt with parcels post and suggested that the jobbers, manufacturers and retailers send a representative delegation to the president as the president had stated that if it could be shown that a parcels post system would injure the retail merchant he would not support the proposition. While various organizations had written the president he thought a personal interview would be more convincing.

In closing, Mr. Stebbins assured both manufacturers and jobbers that the twelve thousand retailers he represented were anxious to co-operate with them in everything that would tend to put the hardware business on a more satisfactory basis.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Tin—Unchanged.
Copper—Firm.
Spelter—Very firm.
Old Metals—Some changes.

Toronto.

Screen Doors—New list shows slight decline.
Ingot Copper—Advanced.
Spelter—One-quarter cent higher.
Old Materials—Several changes.

MONTREAL HARDWARE MARKETS.

Montreal, Nov. 27.—If orders have not improved this week to the extent that some jobbers would like, a good volume of trade is going through, especially in Christmas lines. The return of milder weather, with rain, although doing much good to the country by filling up the wells and streams, has not tended to stimulate trade. Christmas seems further off now that the snow has disappeared, while the movement of the ordinary winter lines, such as snow shovels and weather strip, has also been retarded. The dealer has not much time left now, however, and unless he hurries in with his orders, he will probably find himself awkwardly placed.

There is a strong undercurrent moving with regard to prices Several manufacturers have already withdrawn their lists, but in few cases have fresh prices as yet been issued. Jobbers do not seem to be in a hurry to make any changes at present. A stiffening movement is apparent in copper and brass goods, and there is every probability that increased prices will appear before long in many other lines. It is therefore to the great advantage of dealers that they should lose no time in making up their stocks, which are generally on the light side. It is dangerous sometimes to be too cautious.

Of the lines moving now cutlery and plated ware are very prominent. Safety razors are in good demand. Shaving sets, manicure sets, tool chests, air guns and silverware are likewise showing promising movement. Of the staple goods things are somewhat quiet, except in those lines which find ready sale at Christmas. Carpet sweepers, sad irons and household utensils are perhaps the best of the bunch. Ordering ahead continues slow, although the movement in green wire cloth and poultry netting has shown improvement.

CHRISTMAS LINES—Although the movement in these lines would bear acceleration, good orders are being received. The weather has not tended to improve the rate of progress, but next week should show the full strength of the tide. Undoubtedly more hardwaremen than ever are setting themselves out to make a good holiday display. With the financial conditions of the country so much improved there should be a strong consuming demand, especially as much self denial was practised last year. The predominant lines, such as cutlery in cases, carvers, knives and forks, pocket knives, scissors and shears are naturally in strongest demand, but plated ware, silverware, safety razors, shaving sets, ladies' companions, and similar goods are showing stimulation. Staple lines of hardware suitable for presents are also moving well.

WINTER GOODS—The warmer weather has interfered with the movement of winter lines to some extent. Weather strip, sleigh bells and sleigh heaters are moving steadily, as are household snow shovels and ice scrapers. Sorting-up orders in cold blast lanterns and horse blankets are coming in. A stronger movement, however, should be in evidence for all winter lines.

SPORTING GOODS—Skates continue to be about the strongest seller, and dealers are now exhibiting well assorted stocks, although on the light side. Snowshoes, moccasins, sleds and hockey sticks are in fair movement. Here again colder weather is wanted to liven matters up. Guns are quiet, although repeat orders in ammunition show strength. Gymnastic lines are quiet, boxing gloves and exercisers being probably the best sellers. Air guns are moving well for the holiday trade.

HOUSEHOLD UTENSILS—As a holiday seller carpet sweepers are moving in some strength, as are sad irons and wringers. Washing machines, clothes baskets, brooms, mops and pails are in fair demand. Tinware is in better request.

STOVES AND RANGES—Despite the warmer weather stoves and ranges are in strong demand, There are now such a number of high-class articles on the market, with so many improvements as regards coal economy, that the dealer has every incentive to push goods with such strong selling qualities. Oil heaters and cookers, and alcohol gas stoves are in steady demand. Heating accessories, such as coal hods, pokers, ash sifters are moving out well.

BUILDERS' HARDWARE—Builders' hardware continues to be quiet, but the demand is steady. At this time of the year a strong movement is not to be expected, although with the building season apparently continued later than ever the demand should be maintained for some time. Stocks in dealers' hands are on the light side, which is another reason why these lines should continue to move well. Lock sets, butts and bolts are in strongest call.

RAILROAD SUPPLIES—A slow movement is apparent in these lines. Construction work in the West keeps things moving in hammers, picks and blasting powder. Snow shovels are showing better strength.

BOLTS AND NUTS—Bolts and nuts are moving in about the same strength. Supplies are in good shape. Nails are in fair demand. Dealers' stocks are light, but seem to be fairly well assorted.

LUMBERMEN'S SUPPLIES — There is very little alteration in lumbermen's supplies. The movement is slow, but steady. Snow shovels are now moving in addition to axes and axe handles.

CARPENTERS' TOOLS—Tool chests and cabinets for the holiday trade are in fair request. Individual lines of tools also show better movement in view of their acceptability as presents.

ENAMELWARE — Good assorted orders are coming in, the prospect of a satisfactory holiday trade no doubt stimulating the movement. The Northwest continues to show improvement, which is only to be expected considering the lightness of stocks there.

SCREWS—A steady demand continues for general sizes at the following unchanged discounts: 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

Toronto, Nov. 27.—The talk this week is higher prices for many hardware lines in 1909. The hardware manufacturers of the United States, finding that orders for raw material for spring delivery cannot be booked at present prices, have given out the statement that there will have to be an advance in manufactured articles. Undoubtedly there is a possibility of this but there are many who look upon the announcement as an effort to develop business and bull the market. They point out that the great bulk of hardware goods held firm during the depression and the advance, if it comes, is likely to be confined to the few lines that did decline. Copper and brass articles are considered slated for an early rise. In any case, it seems likely that there will be a heavy buying movement in the spring if a rising market does not encourage earlier purchases. And with a general effort being made to replenish run-down stocks manufacturers will find it hard to satisfy customers wants promptly. Many will, of course, make sure of getting their goods by booking their orders early.

Cold weather is wanted to put life into trade, the mildness of the past week having hurt trade considerably. It has also been responsible for delaying many holiday orders until after the first of the month. Some good skate and cutlery business has come from the West but Ontario dealers have felt freer to put off ordering until the last minute.

The only change during the week has been the issuance of a new list on screen doors and windows, the new prices being lower than those quoted on some lines during the season just closed.

Taylor-Forbes' lawn mowers are quoted the same as last year.

HOLIDAY GOODS—While some orders are being held until the turn of the month there has been a very satisfactory trade, an increasing number of dealers seeing the advantage of buying early. A good selling line introduced by a Toronto jobber this year has been that of iron toys in the form of children's banks, horses and wagons. These are being taken up by a large number who recognize the desirability of widening the scope of their holiday stocks. A table of such a line, backed up by a window display, is considered as not only a profit-maker in itself, but a business puller for other lines. The more popular the hardware store can be made for holiday presents of lasting and useful qualities the more profit there will be for the dealers. Air-guns and exercisers have been popular sellers along with nickeled and brass goods, coffee percolators, nut crackers and cut glass.

CUTLERY AND SILVERWARE—Case goods and carving sets are popular again this season judging by the demand for them. Safety razors are also coming more and more to the front as suitable presents, while table and pocket cutlery do not seem to lose any of their old-time hold on the buyers. Sets of scissors shears and manicure sets are being pushed as suitable for presents to ladies. Bread and cake plates, pickle and bon-bon dishes seem to be as well called for as any silverware lines. We quote 40 off on hollowware and from 40 to 40 and 10 on flatware.

STAPLE GOODS—Snowshovels, ice-scrapers and carriage heaters are moving well and there is also a fair quantity of weatherstrip selling. The mild weather, however, has put a crimp on the sale of many seasonable lines and dealers are not passing out as many ranges and heaters as they should be doing this month. Lanterns and lamps are, of course, selling freely. We quote $2 per dozen on No. 19 snowshovels.

BUILDERS' SUPPLIES — Mild weather is helping to keep these goods moving and a fair quantity of nails, tar paper, locks and door sets are selling. Discount on builders' hardware continues at 50 and 10.

SPORTING GOODS—Some lines of skates are reported to be getting short, there having been a large demand from the north and west. Snowshoes are rather slow but hockey sticks are being shipped in large quantities.

WIRE GOODS—Notwithstanding talk of an advance prices are yet unchanged and we are still quoting $2.30 f.o.b. Toronto on wire nails. Coiled spring wire is $2.75 for No. 9, poultry netting is 60 and 2½, while green wire cloth is $1.70 in 100-foot rolls.

HEAVY GOODS—Bolts and nuts are in better demand and some fair orders have been received. Discounts are unchanged. The same applies to screws. Bar iron is having a seasonable demand.

MONTREAL METAL MARKETS.

Montreal, Nov. 27.—A good volume of business has been done this week in all metals. Some very satisfactory orders have been placed for spring delivery in galvanized sheets, steel sheets and tin plates; while the small jobbing demand, although not of the rush description, is steady in character, showing that plenty of metal is being used one way and another. As a matter of fact business all the way through seems to have been better than many merchants with a cursory glance at their stock sheets have imagined, and when the year's trading comes to be thoroughly gone into, it will be found that, in a quiet way, users have consumed a higher percentage of metal than was thought possible under the conditions prevailing. Home conditions are overshadowed by those prevailing across the border, and with the intermittent character of the consumption in the States and the inflations and reactions of the quotations through unwise speculation, it has been too readily assumed that trade here must be equally unsatisfactory. But although the markets have naturally been affected by the depressing influences at work in the States, yet Canada is strong enough in itself to transact good business while others are looking for it. All the same the sooner the primary markets right themselves the better it will be for business here.

There are no changes in local prices thise week. It was thought that the close of navigation would probably depress the markets, but this has not proved to be the case. Conditions are very sound. Inquiries are favorable, and altogether the position, despite fluctuating prices outside, is much stronger than it was.

The primary markets are undoubtedly feeling the effects of the heavy buying movement which occurred earlier in the month, and the foolish speculation that arose over it. It seems to be recognized now that the recent bulling of prices was a great mistake. Consumers instead of being attracted by the higher figures fell away after they had covered themselves for a time, and the markets were left without any bottom. Conditions are really weaker now than if no such heavy buying had occurred, for sellers have a large quantity of high price metal on their hands. The reaction, however, is doing some good, as it leaves things in better shape for a legitimate consuming movement.

Tin has been steadily "beared" in London, probably in view of the Banca sale this week but the metal is not in a weak condition when it is divested of its speculative tendencies. A strong factor in its favor is the improving position in the States in tin plate making, and electrical and railroad work—a fact which accounts for the way in which prices have held in New York despite the "bearing" in London. Copper has likewise weakened in the States, although strange to say, prices in London have held very steadily, considering the speculative interests at work. Consumption is on the quiet side. It is estimated that the late heavy buying movement amounted to some 156,000,000 pounds. Some idea of the character of the trading can thus be seen. Considering the little help that London has had from this side, the steadiness of prices shows how confidently English holders view the situation. Spelter is holding very firmly, both in London and St. Louis, and the future for this metal, with the strong buying movement in evidence, looks very promising. Lead has weakened again, but the position of this metal is very difficult to gauge. The English iron and steel situation is about the same, with Cleveland warrants unchanged. The markets in the States are uniformly higher, and increased business has been booked. Much harm has been done by the sensational reports as to the extent of that business.

PIG IRON—Fair business has been done locally during the week. Large consumers of imported pig are well supplied for some time, and they are consequently out of the market. Smaller users, too, have been buying fairly heavily recently in view of the store prices. Canadian furnaces are stated to be busy, and inquiries point to plenty of orders maturing. Conditions in the Old Country are reported to be about the same. Cleveland warrants keep fairly steady, and stocks are well under control. Finished steel prices are maintaining strength. The United States iron and steel markets have improved considerably, although there has been considerable exaggeration going on as to business done. Pig iron prices have advanced, but buyers do not seem to be attracted by the prospects of higher figures to cover themselves strongly. Railroad buying is light, but there has been a stronger movement in finished steel products, notably plates. Iron bars are firmer. The opinion is gaining ground that prices have been marked up too quickly and that in consequence buying has been checked instead of stimulated.

TIN—Tin has been selling very well. Prices, despite the lower figures ruling in the primary markets have held, and the local market is reported firm with good inquiries to hand. We continue to quote 33½ for ordinary small jobbing lots. Conditions in the primary markets are somewhat weaker. Buying seems to have exhausted itself after the late purchasing movements, and with English holders "bearing" the metal in view of the Banca sale, lower figures have been ruling. No doubt many consumers who were on the point of purchasing before the drop have held off in the hopes of a further reaction. Tin, however, is not in an unsound position by any means, and the progress of the markets with the Banca sale over, will be watched with interest.

COPPER—Copper is firm despite a weakening tendency in New York, and quotations are unchanged at 15½c for ordinary jobbing lots. Business is good,

and inquiries point to the fact that a much larger amount of metal will be wanted before long. The New York market is inclined to be dull, but that perhaps is only to be expected after the recent buying movement. There is apparently no disposition to sell beyond next month, and producers are holding off the market. Large consumers are fairly well stocked for the time being, but as general business is improving every day, it should not be long before they are buying again. A steadily advancing market would no doubt accelerate their progress. English quotations have kept very firm despite the sagging in New York, and there is no doubt as to the confidence held across the Atlantic as to the future of copper. It is reported that foreign consumers were heavy buyers during the late advance, exports being maintained at about 20,000 tons monthly.

SPELTER—Spelter is in a really very firm condition. The English market is holding firmly to prices, while St. Louis has touched the $5 mark. English buying is very strong at present, good orders for galvanized iron sheets having been placed. Locally the demand is good, some fine orders being placed for galvanized sheets for spring delivery. The market is firm and unchanged at $5.25.

LEAD—There is a fair business doing locally in lead, the quotation of $3.80 for imported pig being unchanged. The 10c advance last week seems to have stimulated buying somewhat. Conditions in the English market are weaker but there seems to be a fair buying movement in progress. The real strength of the market, however, is difficult to arrive at.

OLD METALS—With the firming of metals generally, and a better buying movement, some changes have taken place in scrap material. Heavy copper and wire, light brass and machinery cast scrap have advanced. We now quote: Heavy copper and wire, 11½c; light copper, 10¼c; heavy red brass, 10½c; light brass, 6¼c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $12.50; No. 2 cast, $9.

TORONTO METAL MARKET.

November 25.—The metal market is quiet in every branch except spelter, locally as well as in the leading world centres.

A New York despatch says that the lull has been a surprise to many who anticipated that the heavy buying of the large consumers just prior to and immediately after the election was based on positive actualities and not on anticipations, and that it was the beginning of a trade movement on actual consumptive lines that would by this time have affected all channels and caused brisk activity in all quarters. This has not been the development of the past two weeks, and in this respect there is a feeling of disappointment in the trade, which helps to perhaps exaggerate the actual dull and quiet condition of the present situation in metals.

The future of iron and steel is regarded as bright and the feeling is a hopeful one. There is no change in prices and improvement is slow. In spelter there has been a raise of ¼ of a cent for imported.

In regard to tin and copper the tendency of price one day is to recede a little and the next day the current is in the other way. Business has not improved sufficiently to make any alteration in the prices. In old metals there has been a slight advance and local dealers are stocking up heavily in expectation of a big demand when the real industrial revival sets in and all foundries, machine shops and mills are running full blast.

PIG IRON—The condition of the market is not changed, and prices remain stationary. There is not a great demand for pig iron. Quotations are the same: No. 3 Middlesboro, $21; No. 1 Cleveland, $22, and No. 2 Canadian foundry, nominally $18.75.

TIN—The situation is like a swing, up and down, and the latest advice was that the price pendulum was swinging in the up direction. The tone was firmer, the quotation being 35s in the Old Country. The demand is not heavy and $32.50 still holds.

COPPER—There have been considerable fluctuations and the market is active. There has been an advance of one-quarter cent, the quotation being 15¼ and 15½.

LEAD—The state of affairs may be described as active and unchanged. The price is firm. There are good sized stocks on hand. The quotation of $3.85 still prevails although some are selling at $3.70 and $3.75.

SPELTER—This is the liveliest metal of the week and prices are jumping up. Last week's figure was $5.25 for foreign. This is now $5.50. Sheet zinc is selling at $6.50.

SHEETS AND PLATES—Stock business continues very good, but placing orders are scarce. The prices for galvanized and black sheets and Canada plates stay the same as last week. There is a slight tendency to advance.

OLD MATERIALS—The local dealers are buying all the material they can lay hands on. They are expecting that there will be a brisk demand for scrap. Although prices are advancing, still on many lines the figures are low as compared to what they were a year ago. The buying prices of dealers are: Heavy copper wire, 12c to 12½c; light copper, 10½c to 11c; heavy red brass, 10¾c to 11¼c; heavy yellow brass, 8¾c to 9c; light brass, 6½c to 6¾c; heavy lead, 3c; zinc, 3¼c to 3½c; No. 1 wrought iron, $9.50 to $10; stove iron, $11.50 to $12; machinery cast iron, $14; rubbers, 8c to 8½c, with a big demand and a higher price still in prospect.

HARDWARE TRADE GOSSIP.

Ontario.

The hardware store of W. Price, Atwood, was visited by fire recently.

J. H. Morden & Co., hardware dealers, Colborne, have dissolved. H. J. Morden continues.

Donald Roy, representative of H. S. Howland, Sons & Co., Toronto, between Sturgeon Falls and Kenora, spent a couple of days in Toronto this week.

Frank Charles, formerly of Gravenhurst, is arranging to establish a hardware store at Cochrane, a new town being established on the Temiskaming Railroad.

R. O. Miller, who purchased the business of Aaron Child & Son, Gravenhurst, a year ago, has sold to the estate of J. F. Young, who conduct a hardware business at Gravenhurst.

Alex. S. Wallace, who has been representing Rice, Lewis & Son, Toronto, west of London, will cover the same territory for the Kennedy Hardware Co., Toronto, beginning December 1.

H. E. Mussett, of Mussett Bros., manufacturers' agents, Stair Building, Toronto, left on Thursday to confer with Bronner, Mussett & Co., London, England. The latter firm are metal merchants, but the Toronto agency includes mantels, Austrian cutlery, etc.

As announced last week, Gerry Brothers have purchased the business of the Fort William Hardware Company and will move to the location on the corner of Simpson and Victoria Streets. J. L. Wells will continue the heating and tinsmithing end of the business, Gerry Brothers taking the retail hardware portion.

Miles Vokes, president of the Vokes Hardware Co., Toronto, has purchased the corner of Queen and Bond Streets and as it is understood that the lease of the Vokes Hardware Co.'s present premises runs out next May, a new store building will probably be built on the site acquired. Plans for the store are yet indefinite, however.

The shareholders of the Canadian Oil Co., Toronto, will hold a reorganization meeting on Nov. 28. The company was organized six years ago with a capital stock of $2,000,000 and established branches at Montreal, Winnipeg, St. John, Hamilton, Petrolea, Vancouver, Halifax and Calgary. T. H. Hamilton is general manager. W. S. Calvert, M.P., Strathroy, president; John Kerr, Petrolea, treasurer; and W. P. Bull, Toronto, secretary. The other directors are: J. J. Main, Toronto; T. H. Hamilton, Toronto; W. J. Lovering, Toronto; R. Cox, Ottawa; W. D. Todd, N. W. Jamieson and W. J. Neaston, of Warren, Penn.; S. Dyment, Barrie; Jas. Playfair, Midland, and Senator Choquette, Quebec. The National Refining Company, Cleveland, is said to be willing to subscribe for stock amounting to $750,000, on the condition that the present directors of the Canadian Oil Company subscribe for $200,000.

Quebec.

Charles Rogers, of the Rogers Hardware Co., Charlottetown, P.E.I., has been on a visit to Montreal.

George Mortimer, representing the Ross Rifle Co., Quebec, has been visiting Montreal hardware circles.

J. I. Bernat, of the sales department of the Auto-Strop Razor Co., New York, has been visiting the head office of the Auto-Strop Safety Razor Co., Montreal.

The western representatives of Caverhill, Learmont & Co., Montreal, have been visiting headquarters this week for the purpose of discussing the policy for next year, and other matters relative to the business interests of the firm.

Trade News From Atlantic to Pacific

Maritime Provinces

St. John Looking for the Dominion Fair Next Year—Big Business Changes Hands—Trade Prospects in Many Lines With Trinidad—Funeral of Widely Known Hardware Man.

ST. JOHN.

Nov. 24.—Business continues good and collections are fairly satisfactory. The Enterprise Foundry Company are making good headway with their new buildings at Sackville and they expect to have the plant in operation about the first of the year.

Humbert Oulton & Co., of Baie Verte, have made an assignment. It is understood the firm's liabilities are not greatly in excess of their assets.

Rumors are again being given publicity that the Alexander Gibson Railway and Manufacturing Company's lumber business is going to change ownership. For some weeks past F. D. Davis, of Lawrence, Mass., and C. S. Baxter, of Boston, have been in Marysville, the company's headquarters, and it is generally believed that the sale is about consummated. The price placed on the property is reported to be between two and three million dollars. The Gibson Company's property is, perhaps, the most valuable lumber property in this province. It consists in all of about 225,000 acres of timber limits.

The common council has appointed a committee to confer with the Board of Trade and Exhibition Association on the question of obtaining the Dominion grant for an exhibition in 1909. A determined effort is being made to secure the grant for St. John and there seems to be every indication of success. Alderman Kelley has given notice that at a future meeting of the council he will bring up the proposal that St. John should have an "Old Home" week.

James H. Doody has been awarded the contract for the heating and plumbing of the new Winter St. school. There were five tenders but Mr. Doody's was the lowest, $6,50. The building committee of the School Board have been authorized to call for tenders for the new fire-escapes on the school buildings. Tenders will be called for each building separately. The total cost is estimated at $13,000.

Three of the big lumber mills have closed for the season. The balance will close about the first of the year.

The new Y.M.C.A. building that was started a year ago last spring is now completed and formal opening exercises were held last week. The building cost with the furnishings, a little over $65,000. G. Ernest Fairweather was the architect and the contractors were as follows: Robert Maxwell, masonry; Alfred Dodge, carpenter work; H. W. & J. T. McGowan, painting and glazing; G. & E. Blake, plumbing and heating; Hiram Webb, electric lighting; James Fleming & Sons, iron work; James Dode, galvanized iron work.—W. E. H.

HALIFAX.

Nov. 23.—There is no better indication of the excellent condition of business in this city than is shown by the bank clearings. For the week ending on Friday last the clearings were $2,248,461.15. For the same week last year they were $1,925,631.83, an increase of $332,829.32. Business throughout the whole province is in a healthy condition.

A. Kirk, of A. Kirk & Co., Antigonish, was in Sydney, N.S., several days last week on a regular visit of inspection to the business house of Kirk & Torey, in which the Antigonish firm is largely interested. In an interview Mr. Kirk stated that business in the Eastern Counties of the province was fully up to, if not above the average.

Wholesaler dealers say that for some time past prices have been quite low in many hardware lines, but manufacturers now appear to have more orders on hand, and in consequence the business outlook is better and the trade generally look for some higher prices in the near future.

Geddes Grant, a Nova Scotian, who is one of the most progressive business men of Port of Spain, was a visitor to Halifax last week. He speaks glowingly of the prospects of trade between Canada and Trinidad. He says that for a long time cocoa, asphalt and cocoanuts were the chief staples of Trinidad exports, but other articles are now coming into importance. The fruit industry is one that is developing satisfactorily. Another increasing article of export is India rubber, and so are such native woods as cedar, etc. Manjack, a mineral product used in the manufacture of varnishes, etc., is an article that promises to be very important among the natural resources of Trinidad. A mine has been discovered and partially developed near Fernando. Manjack resembles coal in formation. Mr. Grant says that there is a big future for petroleum in Trinidad. Oil has been struck in three localities and is so promising that the Government has employed a geologist for three years on a survey. His report has been most favorable. Canadian business institutions are better represented in Trinidad than any of the other Islands. He said that he was desirous of impressing on Canadians the importance of their cultivating yet closer and more extensive trade relations with Trinidad.

The Annapolis Iron Company has begun prospecting on the south side of the Black River, near Torbrook, N.S. Work has been going on for only a week, but already the company has met with very gratifying results. A vein of splendid magnetic ore, eleven feet wide has been discovered. Should the company decided to sink a shaft on this vein it will be necessary to build a mile of railway to carry away the ore. The vein is situated near the top of the South Mountain.

The body of Captain Thomas Douglas, the late manager at Stairs, Son & Morrow's, whose death occurred in New York, was brought here last week for burial. The funeral was a large and representative one, citizens in all walks of life paying their last tribute of respect. Stairs, Son & Morrow closed down their place of business on the afternoon of the funeral. The late Captain Douglas was an active member of the Board of Trade and at a meeting of the council of the Board many expressions of regret were made over his sudden death. —J. H.

Province of Quebec

Steps Taken Towards Establishing An Annual Exhibition At Montreal.

MONTREAL.

November 27.—The annual convention of the traveling staff of the Sherwin-Williams Co., Montreal, was held last week at the headquarters, representatives from Vancouver to Newfoundland with the sales managers attending. Walter H. Cottingham, vice-president and general manager of the Sherwin-Williams Co., Cleveland; C. C. Ballantine, managing director for Canada; J. C. Beardslee, general superintendent, and L. R. Greene, advertising manager, were present. The year's work was discussed, and the policy for the coming twelve months outlined, the utmost confidence being expressed in the prospects. It was announced that there would be no change in prices. The convention opened on Wednesday and closed on Friday with a banquet at the Canada Club, Mr. Ballantine presiding. The proceedings were most enthusiastic, and the determination was expressed on all sides to make 1909 a record year.

Another step forward has been made in the project of a permanent exhibition for Montreal. The progress is slow, but there is some satisfaction in knowing that prominent citizens have at last taken the matter up seriously. There is now some hope. An important meeting was held in the city hall last week further to discuss the scheme. Senator

Beique stated that a promise had been obtained from Sir Wilfrid Laurier of a grant of $50,000 as soon as they could produce serious plans and had a working company to take charge of the exhibition. The Province of Quebec would give a grant of $10,000, and they wanted a grant from Montreal. Mayor Payette said the scheme would have all the moral support he could give it, but before the city considered any monetary obligation it ought to have facts and figures laid before it, showing a practical business plan. It was finally decided that at the next meeting of the exhibition committee, the city council should formally appoint civic delegates. The sooner this practical business plan is produced, the better it will be for all concerned in the project.

The Dominion Commercial Travelers' Association will hold their annual dinner on December 21. As usual, the affair will come off in the Windsor Hotel, Montreal, and the attendance will be larger than ever, judging from present indications.

Some surprises in the speakers are promised. The committee which has the matter in hand is endeavoring to make the dinner the finest yet held, and with that end in view are sparing no pains to get together a list of prominent business, professional and political men who will give short addresses that will contribute much to the pleasure of the evening. No announcement can yet be made, but something extra is promised by the executive if the arrangements work out satisfactorily.

Kenneth Falconer, cost accountant, of Montreal, has issued a circular calling attention to the importance of cost and factory auditing. Manufacturers generally admit the need of accurate records of cost of production and of expenditure of time and material in the various departments of the factory, few, however, realize the importance of having such records periodically audited and verified by an accountant familiar with cost finding and factory accounting. Factory auditing should bear to the books and records relating directly to the operations and production of the factory the same relation as the services of chartered accountants bear to the general books and records of the business.

F. J. A.

Ontario Trade News

Inventor Dies of Starvation—Trade Quiet Owing to Mild Weather—New Trolley Wheel Patented—Western Ontario Commercial Travelers' Association Re-elect Officers.

OTTAWA.

Nov. 25.—With the nighness of winter building operations are slackening so that permits to the amount of $13,250 only were issued last week.

The City Council are seriously considering the re-establishment of a publicity bureau as a means of forcefully and effectively advertising Ottawa, the capital city of the Dominion. This object is receiving the hearty endorsation of the various unions and the Board of Trade favorably considered the question of raising $5,000 annually for a publicity department if the City Council would raise $10,000.

The management of the Eastern Methodist Church have in view improvements to the building costing about $800. A new gallery is to be put up in the Sunday school hall and other changes made.

The congregation of McLeod St. Methodist Church also have in contemplation the extension of their present edifice to such an extent that it will be the largest of its denomination in the city.

The season of navigation just closing has been remarkable from the facts that the water in the Ottawa River sank lower than in any previous year; for the first time boats have been prevented entering the canal from the Ottawa River. Compared with former years 1908 trade shows a decrease. Lumbering has been dull. Navigation was hindered by the dense fogs and smoke from forest fires and the dryness of the season and low water seriously affected the shipping.

On Saturday last W. Graham held a very successful practical exhibition of Gurney-Tilden's Family Souvenir Range's cooking qualities. A thoroughly experienced demonstrator was in attendance and hot buttered biscuits, freshly baked, and a cup of tea were served all callers.

Early buying for Xmas is but slightly noticeable, although all advise timely shopping. The hardware men of the Capital should present some strikingly attractive window displays this season judging from the stocks being carried and the new goods daily arriving—G. E. M. H.

PETERBORO.

November 25.—The news of the death from starvation of Patrick J. Creedon in a Cincinnati hotel was received with considerable surprise in Peterboro by those who knew him. He came to this city a few years ago from the United States to become superintendent of the work in the newly-erected factory of the Rapid Tool Company. He was always considered an inventing genius, and patented a bit while there. Later he left the Rapid Tool Co. to accept a similar position with another company of Peterboro capitalists who were erecting a factory. This was never completed and Mr. Creedon a short time later went to Weston, Ont. The Cincinnati report states that he was about to dispose of the patent for the manufacture of the bit for $31,000. But within reach of the fortune he had died of destitution.

The local hardwaremen expect an extensive trade in skates this season. Peterboro might, with propriety, be called the "Hockey City," considering the number of hockey teams in it. A new skating rink is being erected by the South City Athletic Club, which will be 160 feet by 60 feet. In addition to this and the Brock Street rink, there will be several open air rinks in operating this winter.

A lumbering scene in the window of the Kingan Hardware Co. this week is attracting considerable attention. In one corner is a log cabin, through the open window of which can be seen a lantern hanging on the wall. Axes, saws, whetstones, etc., occupy their respective positions inside the enclosure. The ground surrounding the cabin is covered with leaves and chips, with several crosscut saws and half-cut logs. Behind an evergreen tree is a young bear half concealed by the shrubbery, which lends a wild tinge to the whole scene.

The case of Wm. J. Overend, of Peterboro, against the Burrow, Stewart & Milne Co., of Hamilton, which was to have been here has been transferred to Hamilton. In this case the plaintiff, who is a retired Peterboro hotelkeeper,

R. J. KINGAN, PETERBORO,

Who a Fortnight Ago Succeeded in Bringing Together 150 Local Business Men at a Merchants' Banquet.

claims that the defendants have infringed upon his patent for certain improvements to a currycomb, of which Francis H. Burke, also of Peterboro, was the inventor. The plaintiff clains an injunction to restrain the defendant from further manufacturing, and also $2,000 damages.

HAMILTON.

November 24.—The Dominion Power & Transmission Co. took out a permit on Monday for the erection of car barns and repair shops, to cost, with equipment, in the neighborhood of $75,000. The company started 100 men to work preparing the grounds for the new building. This is only the preliminary step in the work, which the company claims will cost $150,000 before its completion. The building will be 145x300 feet and will have accommodation for 150 cars.

Legal proceedings have been instituted to upset the contract entered into in July between the city and the Cataract Power Company for the supply of power to the bench pumping house. John Smith, a citizen, has undertaken the action, on the ground that the city council exceeded its powers in entering into a contract with a corporation for a term of years which commences a year after the council's term expires, and also that

the contract was contrary to the expressed will of the people.

J. Wilbur Farmer, of this city, has patented a new kind of trolley wheel for street cars, which will not leave the wire. It is made in such a way that if it does slip off temporarily, it will return of itself. He has sold a two-thirds interest in the device to local capitalists, and it is likely that a factory will be erected here to manufacture the same.

If the ratepayers are disposed to vote for money by-laws next January there will be an opening for contractors in the erection of a $20,000 addition to the Nurses' Home, in connection with the city hospital. It is proposed to submit such a by-law in January as a part of a scheme to secure $370,000 for public improvements. The balance will consist of $300,000 for good roads and $50,000 for sewer construction.

D. L.

CHATHAM.

November 24.—The city numbering was completed last week and new street signs are now being placed where necessary. Though it is unlikely that the free mail delivery system here will be instituted till after Christmas, the completion of the numbering is very timely, and will help immensely to facilitate deliveries for all classes of merchants during the Christmas rush.

To boom Chatham as the natural business centre of the western peninsula by running a series of excursions from outside points to Chatham, is the scheme now being mooted by merchants here. It is expected that the project will be undertaken under the auspices of the Board of Trade very shortly. The scheme was suggested by a similar enterprise recently undertaken by St. Catharines, and which is understood to have been an immense success. Chatham has four railways, it has the stores, and it has the goods; and the merchants expect that these excursions, if they can be arranged for, with special rates on all railroads, will tend to counteract a certain tendency on the part of business to go to Detroit.

Now-a-days, when the price of shingles is soaring all the time, hardware men should be able to accomplish probably more than they actually do in the way of securing orders for galvanized and composite roofings. There is a big field for this business, and it has barely been tapped. The public at large seems to entertain a certain prejudice against other roofing materials than the time honored shingle, but it is a prejudice that the enterprising hardware man should be able to explain away. Judging from the wide extent of the field, one would think it would pay the hardware merchant to chase after the roofing business more than he does, and to keep an eye open all the time—and have his employees do likewise—for roofs in need of replacing or repair.

An American concern purposes establishing a branch handle factory at Thamesville. The gentlemen interested will visit Thamesville about the end of the month. Though not asking a bonus they are seeking some minor concessions. The large available timber supply in the vicinity of Thamesville is one of the main inducements.

R. J. Gardiner, of the Chatham Automobile Works, states that, with the industrial outlook as bright as it is at present, the company intend to increase the factory's output next year to between 500 and 600 autos.

The J. C. Shaw Hardware Company, of Wallaceburg, have purchased a handsome new delivery wagon.

J. A. Beattie & Co., who have been in the hardware business in Ridgetown for about fifteen years, have sold out to Messrs. Glover & Goodhue, of Ripley. The new proprietors have taken possession.

GUELPH.

November 24.—With Christmas but five weeks away, the local hardware merchants are doing a splendid trade. The times are better on the average than they were last year, and the merchants are feeling the benefit of it. The wisdom of laying in the Christmas presents before the rush starts is being advocated by all the merchants in the city, and this good advice is being generally taken. The hardware merchants for the most part handle a side-line of cut glass, silverware and fine cutlery, with a specialty of sets of the latter, and from this a most profitable return is made. There is a good demand for skates and their requisites for enjoyment on the ice, but the thaw to-day will have a deterrent effect upon these sales. Knives for the boys are in demand, Christmas windows have not yet appeared, but the trimmers are getting their designs ready and this week will probably see some fine windows.

George Dawson, who has for some time past been in the employ of the Bond Hardware Co., has resigned his position there, owing to his continued ill-health. He will assist in the store on Saturday, however. Before he left, the employes and staff, who fully appreciated his ability, assembled and presented him with a silver shaving mug and brush. It is hoped that his health will allow him to resume his occupation again shortly.

S. & G. Penfold, hardware merchants, are showing the needs of the modern kitchen in their east window this week. The display is an attractive one to the housekeeper who is aiming to keep her outfit as modern and labor-saving as possible.

Dan Bailey, who for a number of years has been stationed on Macdonnell St., with a full line of hardware and agricultural implements, enjoying a large share of the farmers' trade, has assigned. At a meeting of the creditors, the assignee was instructed to realize on the assets. A settlement may be effected with some of the larger creditors.

J. W. McIntyre, a former resident of Walkerton, has opened up a hardware store in Cedar Cove, B.C., a suburb of Vancouver.

Bernhardt & Geis, Preston, have been awarded the contract for the instalation of a heating system in the new Carnegie library, at Harriston. They commenced work on Monday last.

The by-law to grant $8,000 as a loan to a Comb and Novelty Co. to settle in Preston, was defeated, the votes being nine short of the required number. They were to build a large factory. It is probable that the by-law will be re-submitted.

The merchants of Preston, following the examples of several other towns, are now displaying in their windows cards bearing the following: "Preston Retail Merchants' Association. The members of this association pledge themselves not to advertise on programmes or similar matter, buy tickets for entertainments, ets., or donate to any cause whatever if solicited during business hours, unless the matter is first brought before the association."

A. W.

LONDON.

November 24.—Business in the hardware trade is extremely quiet in this city just now, and travelers report similar conditions all over Western Ontario. The reason given is the summer-like nature of the weather, and until frost and snow come in earnest an improvement is not looked for. With the advent of real winter a boom in trade is looked for and hence it is that merchants are far from despondent.

Geo. White & Son's new woodworking department has been completed and the plant is now in operation. The firm intends moving its entire plant to the east end, where two large additional buildings have been erected this year.

London manufacturers note a distinct improvement in trade within the past few weeks and are confident it will continue to improve. Interviews with the managers of some of the leading concerns indicate a confident feeling.

At the London Rolling Mills, while business is not so brisk as last year, they are fairly busy, considering that this is the beginning of the dull season. They have 125 men at work 56 hours a week. The Grand Trunk car shops are very busy. At present they have on the payroll 437 men, and are working 50 hours a week. From present indications they will not reduce their staff any during the winter, as there is a continual call for cars to handle the traffic. Business at the London Bolt Works is fair. They are employing at present 75 hands and are working 50 hours a week. The Scott Machine Company is one of the few firms which have not been affected by the depression. During the year they have more than doubled their staff, and are now employing 20 men, and for three months have been working every other night until 10 o'clock. They have a deal on at present, and will likely enlarge their premises greatly in a short time. Business is very good.

The annual meeting of the Western Ontario Commercial Travelers' Association Mutual Benefit Society was held on Saturday afternoon, there being a good attendance. In opening the meeting President Tait referred to the improved trade conditions. Business was improving at a rapid rate, and it would not be long until business resumed its normal state. Commercial men were most optimistic and looked forward to a good year's trade. He was pleased to note that the business of the society had increased and showed unmistakable signs of advancement.

The officers were all elected by acclamation as follows:—President, Robert Tait, London; First Vice-President, F. E. Harley; Second Vice-President, R. H. Morrison; Treasurer, A. E. Barbour; Directors, T. T. Mortimer, J. T. Green, E. R. C. Struthers, Wm. Harding, Wm. Pegler, C. H. Firth, E. W. B. Eardley, J. L. Johnson, A. E. Ferte, C. E. Pavey, all of London; B. F. Hon-

singer, St. Thomas; John Lennox, Hamilton; F. W. Grew, Toronto; M. Wiblee, Toronto; Wm. Storey, Sarnia; A. E. Merritt, Chatham; J. E. Ferguson, Woodstock; R. G. Bickerton, Woodstock; Alby Robinson, Woodstock; John Forsyth, Berlin; James Dow, Stratford; Capt. Robert Dillon, Oshawa; James S. Smyth, Windsor; J. Ratz, New Hamburg; R. G. B. Moore, Aylmer; H. J. Boyd, Winnipeg; F. Morton Morse, Winnipeg; J. R. McRea, Winnipeg; A. French, Vancouver; T. Harry Slater, Victoria; J. H. Glass, Vancouver.—F.T.Y.

The Prairie Provinces

Railway Cannot Arbitrarily Close Down Freight Service — Unique Scheme Adopted to Keep Water Pipes From Freezing.

SASKATOON.

Nov. 20.—A few days ago construction work on the Goose Lake line of the C.N.R. was brought to a close for the winter, frost having interfered with its continuation. While the work was in progress construction trains plied between Saskatoon and the end of the steel, some seventy-five miles out and on these accommodation was found for both passengers and freight. As soon as the work ceased the trains stopped running and a cry of distress arose from settlers to the southwest because of a shortage of fuel and other necessities, transportation being cut off with the winter fast approaching. To make matters worse several elevators along the line were filled with grain and no provision was made by either the construction company or the C.N.R. for hauling out the grain which was fast accumulating. The matter was taken in hand by the Board of Trade who communicated with both Manager McLeod and Sir Wilfrid Laurier, urging the necessity for a freight service. The matter was referred to the Railway Commission, which body at once ordered a freight train to be put into commission. By this means merchandise and fuel can be sent into the thickly settled district while the grain will be brought to market, thus relieving what would otherwise have been a serious situation. It is understood that the service has been called off on the Dalmeny branch as well, although a great deal of grain awaits transportation. The same may also apply to the Regina-Brandon line, a portion of which did not pass inspection by the Railway Commission's engineer.

A footbridge attachment is under construction over the traffic-bridge. Under the footbridge a water main is being laid to connect the power-house with the water tower on Nutana hill. Temporary pipes laid across the main bridge froze solid last week and burst. A rather unique scheme is under way for keeping the permanent main from freezing during the winter months. The pipes all the length of the bridge, some 950 feet, will be wrapped in hair insulator and then covered with vitribestic lagging containing air cells. This will then be encased in a wooden jacket or box in which will be placed a number of electric car heaters which will be connected up and heat turned on when the thermometer drops below the zero point. The pipes have been successfully connected up and the wrapping process now in progress.—D. G. R.

British Columbia

Sewer Pipe Factory Will Be Established to Meet Needs of Growing Towns—Cheaper Brick is Now in Sight.

PRINCE RUPERT.

November 21.—The Prince Rupert Construction Company, Ltd., has been formed with T. D. Pattullo as president, and George Driver as vice-president and general manager. The company already has some projects under way, and will begin active operations in the early spring.

Another new business is the establishment of a marble and stone works here by M. Johnston, a Montana railway contractor. He discovered a valuable deposit on Smith Island, ten miles from Prince Rupert, a few weeks ago, which will give an ideal white building marble at reasonable cost. This will give an excellent material for large buildings in this city. R. B. B.

NELSON.

November 21.—The Kootenay Engineering Works, Ltd., has secured incorporation, the capital being $50,000. The principal object is to take over the plant here of the Kootenay Engineering Works.

NEW WESTMINSTER.

November 21.—The Pitt Lake Brick & Cement Company has been formed in this city to manufacture brick and Portland cement, the raw material to be obtained from Pitt Lake, 28 miles distant, where 214 acres of land have been secured. On this land are the deposits required. The provisional directors are Ald. E. J. Fader, of the Torpedo Freighting and Tug Company; J. Reichenbach, J. E. Allan, W. J. Whiteside and H. P. Naylor, vice-president of the Berg Machinery Manufacturing Co., of Toronto. The big competition is with Seattle brick on the market here, which comes at $30 a thousand, and the local article of the same quality could be produced at about half that figure.

VANCOUVER.

November 21.—Barr & Anderson were successful in securing the job of installing a sprinkling system in the wholesale hardware house of McLennan, McFeely & Co., the price being about $10,000. The principal competitor was the Pacific Coast Fire Extinguishing Co., Seattle, and it is satisfactory to note that a Canadian firm was able to oust the American. The Seattle firm got hold of the job of instaling a similar system in the dry goods house of David Spencer, Ltd.

Robert Fowler, one of the proprietors of the Mainland Iron Works, and brother of James Fowler, a well-known local plumber, met with a serious accident the other day. He was hammering the rod out of the piston of an ammonia compressor, and was struck in the eye by a jet of ammonia, which he did not know was in the piston. It was under pressure of about 150 pounds to the square inch. Mr. Fowler suffered agony, but it is not thought he will lose the sight of the injured eye.

Permits during the week totalled in value $45,000, the largest item being an apartment house for W. W. Stuart, to cost $18,000. The architect is H. B. Watson, who was the recent successful competitor for the new Grandview school.

Warren Overpack, of Webster City, Iowa, who is on the coast, is looking for a suitable site for the establishment of a sewer pipe manufacturing business. He was in Medicine Hat last week and talked the matter over there, stating that the outlay would be $150,000, and that from 60 to 75 men would be employed the year round. With the development of the west, there is an increasing field for this kind of business. The proposal in Medicine Hat has progressed so that a statement is being got ready for a vote by the citizens.

Dr. Schumaker has established a laboratory in the city and is demonstrating what substances can be manufactured from waste wood, such as stumps, etc. He states that cordite, gunpowder and many other explosives and products are hidden away in wood, and that with proper treatment there are good chances in British Columbia for a large plant.

VICTORIA, B.C.

November 20.—Complaints are often heard about the length of time freight takes to come from the east, usually being somewhere near 30 days. One Victoria firm has no cause to complain on a shipment received last week from H. S. Howland & Co., Toronto, the date of the bill of lading being Oct. 28, the goods were received in Victoria, Nov. 14, which is considered good time.

The steamer Tees last week took up a carload of finishing machinery to the Nootka Marble Quarries, Nootka Sound. The machinery came from Vermont, and is to be used in giving the finishing polish to the marble. The Nootka Marble Co. have installed a very large plant and are making a successful bid for their output.

The price of lumber on the Pacific Coast has stiffened up from $2 to $3 a thousand. The Fraser River Saw Mills, Limited, and the Victoria Lumber Co., of Chemainus, have within the past month placed considerable business at an advanced rate. The two firms are among the largest in B.C. There has been an advance of $1 a thousand on logs. Local prices are likely to remain unchanged for some time as the majority of mills cut for local or home consumption. During the summer the mills have been selling very close to the price of production. A good boom in the lumber industry means a good deal to the West.

John Lawrence and Son, Killarney, Man., who were burned out last July, will remove from their present crowded quarters to their new building at the old location, about Dec. 1.

J. H. Roper, of Francois Xavier St., Montreal, is distributing to the trade a handsome new catalogue published by F. Joyce & Co., the cartridge makers, of London, England. The catalogue can be had on application to Mr. Roper.

"Men Who Sell Things"

The Salesman's Relation to the Credit Department—How He Can Be a Help and a Hindrance to the Firm's Credit Man—The Why and Wherefore of Carrying a Customer Along.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

An Experience With One Customer.

I remember a customer who had been "carried over" from year to year by the house that gave me my start on the road. The firm went out of its way on many an occasion to help him to make good when no other house in the country would trust him for a dollar. He was always treated right, receiving all the advantages that the best customer on the books enjoyed. His business finally grew to a point where he was obliged to have more goods than his line of credit with us would permit. Realizing that his need was urgent if his creditors' demands were to be met, I volunteered to set him right with a traveling acquaintance from a neighboring house. The other traveler accepted my statement of his condition, and on his first visit sold him quite a large bill. He kept increasing his purchases with the new house and likewise his payments, neglecting our house on both, naturally feeling that the new house should be paid promptly. As our payments grew smaller, he concluded that he would better place the burden of his business where his remittances were sent. His business continued to grow, and by the time he had wormed himself free from our debt his purchasing power had increased one hundred per cent. Far-away houses began to scent his prosperity, which tickled his vanity. Gradually he slipped farther and farther away from the house that had faithfully stood by him for so many years when he was getting a start.

One day a dispute arose over a price; his purchases had dwindled down to practically nothing; he began to abuse my firm. The ire in my soul was now thoroughly aroused, and I told him in unvarnished terms what I thought of his whole conduct toward us. He got sulky, but was too much ashamed to resent the flaying he received; besides, he knew every word of it was true.

I let him sulk for six months, then called again, greeting him as though nothing had happened. He seemed glad to see me. Cordially extending his hand he said, "Don't say a word. It's all right. I deserved what I got, and now I'm ready to stick to the old firm." And he kept his word, becoming one of our strongest accounts.

CHAPTER XX.

The Salesman's Relation to the Buyer.

Every salesman who has overcome the obstacles that beset his path, and made good, realizes the weight of responsibility that is attached to the daily routine of his work. Heavy as the load appears to be at times, it is as nothing when compared to the thorny road every buyer is obliged to travel in his efforts at selecting only the best sellers the marts of the world afford.

How to pick the winners is as much of a problem to most buyers as the operation of a shell game is to the average public. If the buyer's foresight were as good as his hindsight, all buyers would soon be trying to dodge the proposed tax on swollen fortunes.

It is a great deal easier to criticize than to help. The buyers of your house can get along without your criticism, but they must have your help. Two or three disgruntled salesmen in the line-up can turn enough others against a line of merchandise to swamp the best buyer on earth in less time than it takes to write it. The salesmen of a house can make or break a buyer at will. nearly all salesmen live in glass houses when it comes to puncturing the mistakes of the buyer with barbed arrows of criticism. It is discouraging for the salesman to be obliged to have to make good the buyer's mistakes on the road; but the true salesmen, the really big men in the profession, are those who have long since learned that to be free is to have power to overcome all obstacles.

There should be no cause for discouragement because of an occasional error in judgment on the part of the buyers. There are enough good sellers left in the line to insure a substantial increase in your sales, if you will devote some of the time to finding them that is spent in trying to persuade other salesmen that the buyers who do not come up to your standard of fitness should be operating peanut stands.

Salesman Should Be Optimistic.

It's a great thing for the salesman to be optimistic about the goods he has to sell; to take a cheerful view of the buyer's ability. The salesman with a cheerful view will grow and succeed with the poorest sort of backing—that is where personality comes in; a gloomy, discouraged man can never hope to be anything but a trailer. An opportunity to buy United States Government bonds bearing interest at ten per cent., or Bank of England stock at fifty cents on the dollar, would have no rose-colored hue for him.

Gloom depresses the heart and weakens the salesman's selling-talk.

We learn to do by doing—not by complaining. Make the best of things, and see how clear a path is the road that leads to success.

Lucky is the salesman who can put his little individuality on the side of that big giant progress, and do his share to pull in the right direction, and help to take away from others the stupidity that clings so desperately to those who believe in the superiority of their own knowledge of how things should be done, as measured against that of those whom they are serving.

To save myself from being misunderstood, I feel called upon every little while to explain that "Men Who Sell Things" is written for negative salesmen, not positive ones.

A Positive Salesman.

Speaking of positive salesmen, Billy Morris came in to sell my partner hats one day. After a voluble talk—it was a warm day—Billy took off his coat and began all over again. My partner knew that Billy was up against it with a poor line, but he was a great admirer of men who possess contagious enthusiasm, and he gave him the privilege of showing a few samples.

Billy knew that it was not a very good line that he had, but he singled out one hat and waxed warm with enthusiasm, saying, "I positively want to tell you, Mr. M——, this is, without exception the best hat in the world."

"Do you mean that, Billy—the best hat in the world?" asked my partner.

Quicker than a flash he came back with, "Yes, the best hat in the world."

Billy dwelt on the beauties of that hat so much, repeating that it was "the best hat in the world," barring none, that my partner bought a bill of him.

For years after that, through his having made such a strong assertion, we remembered him always as "the man with the best hat in the world," and he got an order pretty nearly every time he came around through his having made a hit with his superlative.

Billy used to be familiarly known to those in the trade who had salesrooms in the vicinity in which he was located in New York, in congested Lower Broadway.

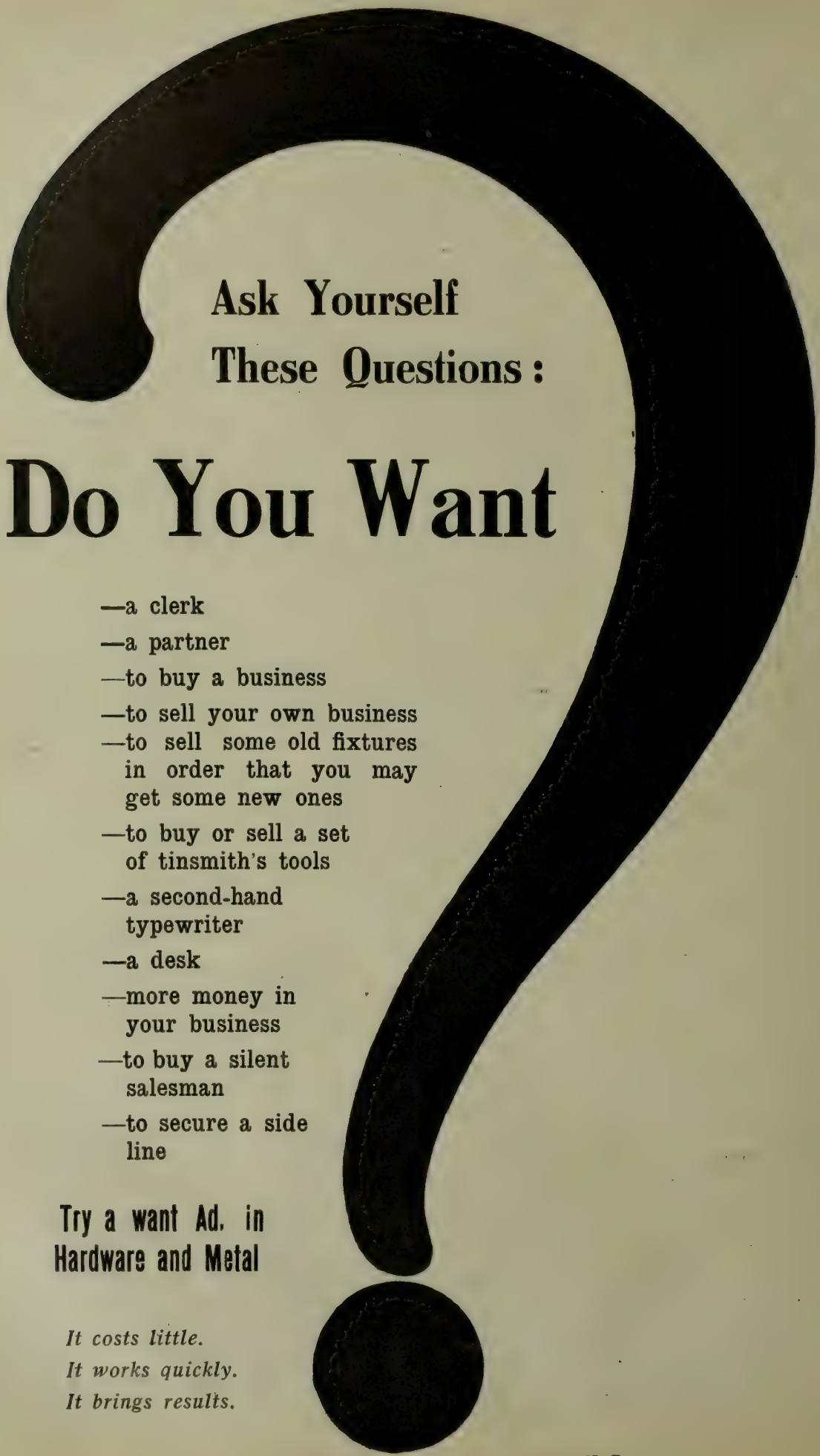
Various Opinions.

He would approach a customer entering his salesroom, and walk him up to his display, and dilate on the beauties of his hats with great force and positiveness. If he succeeded in making a sale, he would come out rubbing his hands, his face clothed in smiles, and say, "Well, there's a good merchant." If things went the other way after he had soared to the highest enthusiasm, and he failed to land his man for a bill, he would come out and tell the boys, with a very solemn face, "That buyer can't last. He don't know good values when he sees them."

Billy is still traveling and prosperous. He owns a partnership in the business he helped to build up by his unbounded faith in his line, and has money from his income to speculate in New York real estate.

A poor workman always finds fault with his tools, and a poor salesman always finds fault with his goods. He may have the most salable line to be found anywhere, but that is generally a small part of what he has to sell. His strong line is excuses, traveling to get ahead of some competitor, or cutting the price. Billy Morris sold goods because he believed in what he had to sell. If secretly he had admitted that his goods were poor, he could not publicly have impressed his customers with their merchantable value.

(To be continued.)



Ask Yourself These Questions:

Do You Want

—a clerk

—a partner

—to buy a business

—to sell your own business

—to sell some old fixtures in order that you may get some new ones

—to buy or sell a set of tinsmith's tools

—a second-hand typewriter

—a desk

—more money in your business

—to buy a silent salesman

—to secure a side line

Try a want Ad. in Hardware and Metal

It costs little.
It works quickly.
It brings results.

CONDENSED OR "WANT" ADVFRTISEMENTS

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

EVERY HARDWAREMAN should handle the Time Saving Coupler. It is a sure saver of time and temper; it works simply and instantaneously, and its joints are absolutely watertight. The unusual advantages possessed by the Time Saving Coupler will make it popular among your hose using customers. (tf)

FOR SALE.—On easy terms to responsible party, one of the oldest established hardware businesses in Eastern Ontario. Stock $4500.00, turnover about $15,000.00 a year, energetic man can easily increase. Good reason for disposal. Address Box 762 HARDWARE AND METAL, Toronto, Ont. (48)

FOR SALE—Safes. Fine new fireproof safe, new burglar-proof safe; latest type; prices right. The Canadian Fairbanks Co., Ltd., 26-28 Front St. West, Toronto. (44f)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT WANTED by cutlery manufacturer in Germany. Goods are already known in Canada, having been sold for 30 years. Sole Canadian agent to be appointed. Good connections necessary. Applications to Box 2915, HARDWARE AND METAL, Montreal. (50f)

CHAINS, ANCHORS, &c.—A Lancashire firm manufacturing chains, anchors, windlasses winches, capstans, steering gears, tanks, iron buoys, pontoons, lighters, dock accessories, &c., desires to communicate with Canadian firms, with a view to opening up business connections. (1538f,45)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED—Salesman to cover territory Province of Quebec and Eastern Ontario. Applicant must have good connection with wholesale and manufacturing trade and be experienced in wire and wire product lines. Box 766, HARDWARE AND METAL, Toronto. (48)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE business for sale in thriving western Ontario town. Good steady business for young man. Satisfactory reasons for selling. Stock about $4,000. Reasonable terms of payment. Address Box 767, HARDWARE AND METAL, Toronto. (51)

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

RETAIL HARDWAREMAN, with wide experience, wishes to establish himself as manufacturers' agent in Toronto, and would like to correspond with manufacturers who are interested. Best of references can be given. Address Box 101, HARDWARE AND METAL, Toronto. (tf)

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad. under the heading, would probably put you in touch with the right man.

PARTNER WANTED—Practical tinsmith, with about $800 to $1500. For particulars apply Box 29, HARDWARE AND METAL, Winnipeg. [47]

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

AN EXTRA 1 PER CENT. PROFIT.—A National Cash Register will earn at least an extra one per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of gasoline lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

SHEET Metal Pattern Drafting taught by mail. A cheap, plain and practical course for tinsmiths on easy payments. Our students tell us it is fully equal to the high priced courses. Write for application blank and particulars. The Sheet Metal School, Galt, Ontario. [50]

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

SET of tinsmiths' tools. Would prefer set with 8-in. brake. Send list, with price, to G. A. Binns, Newmarket. (49)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

HARDWARE man, 27 years old, 8 years' experience Thorough knowledge of the trade, also practical knowledge of electricity, heating and plumbing, desires position as traveler for wholesale hardware or for electrical or plumbing and heating goods. Willing to work. Satisfaction guaranteed. Excellent references. Box 768, HARDWARE AND METAL, Toronto. (50)

WANTED—Position as traveller or salesman; over 20 years' experience in heavy and shelf hardware, also housefurnishings. Have been city traveller for one of the largest firms in Canada for the last five years. Can furnish best of references. Box 765, HARDWARE AND METAL, Toronto. (48)

WANTED—Position as salesman, four years' experience in heavy and shelf hardware in French and English. Best references as to ability and character. West preferred. Box 769, HARDWARE AND METAL. (48)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE BUYER WANTED. One thoroughly familiar with machinists' tools as well as all lines of hardware. Apply Box 770, HARDWARE AND METAL, giving full particulars of experience, salary, etc. (f)

PRACTICAL MAN, with knowledge of stove manufacturing, for assistant superintendent. P. O. Drawer 256, Hamilton, Ont. (44tf)

WANTED—Tinsmith; steady employment; must have good references; state age, whether married or not, wages expected. E. S. Hubbell & Sons, Thamesville, Ont. (44 f)

WANTED—Young man for clerk in general store; send references and state wages without board. A. S. Lambe & Son, Meadowvale. (44 f)

WANTED—Hardware Salesman, must be experienced, for manufacturer doing business largely with the jobbing trade. Must furnish the very best of references as to ability and character None but experienced Canadians need apply. Box 764 HARDWARE AND METAL, Toronto. (48)

WANTED—FIELD FENCE SALESMAN—Advertiser is open to receive applications for the above position. Apply, stating references, experience and salary expected, Box 763, HARDWARE AND METAL, Toronto. (47)

YOUNG MAN WANTED for retail hardware who has two thousand dollars to invest. Good security. Box 760, HARDWARE AND METAL, Toronto. (48)

TECHNICAL BOOKS

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technica Book Dept., 10 Front Street E., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co. Technical Book Dept., 10 Front St. East, Toronto.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

Winnipeg, Nov. 21.—Foster's predicted storm of the 16th did not come this way and the West has been basking in almost summer hear. The light snowfall is a thing of the past, and blue skies and bright sunshine have very effectively put the thought of coal and furs out of the minds of should-be purchasers. This is affecting the coal, clothing and fur trades materially, but on the other hand it has given a very great impetus to building and this week the foundation for one of the largest apartment blocks yet erected was begun and it is fully expected to have the foundation completed this fall, and everything in readiness for the steel superstructure next spring. The block will cost between $150,000 and $175,000, and is the fourth apartment block of approximately the same cost to be erected this year. The site chosen is one of the few vacant corners in Winnipeg's most fashionable suburb, Fort Rouge, and is a further indication, if any were needed, of the steady way in which capital is seeking investment in Winnipeg.

A great many large buildings have reached the stage of inside finishing and there will be a greater amount of all-winter work for carpenters, plasterers and painters than was the case last year, and there will be a corresponding increase in the trade in wood finishings, small hardware and paints.

Another thing that looks well for the employment of labor this winter, is the provision being made by lumber contractors for supplies for winter camps and the fact that already gangs are being made up for the woods. During the past week a number of men have been employed and sent out to the woods, and though the men who are doing the hiring are probably rather more particular as to what class of men they take than was the case two years ago, still there has been a fair demand for good, able-bodied men for the woods.

Mayor Ashdown to Retire.

Exceptionally keen interest is being taken in the civic contest here, which will be determined on December the 8th. Controller Evans, who in conjunction with Mayor Ashdown, has worked so strenuously, and with such conspicuous success to improve the condition of the city finances, is a candidate for mayor, and he has for opposition Alderman Manning, who has systematically opposed the efforts of these men in the direction of improved finances. He is also the father of a scheme for the city to buy out the present street railway company and their power plant. The third candidate is C. H. Forrester, a man with absolutely no civic experience. W. Sanford Evans, who is not unknown in eastern Canada, is a man of good business ability and also of culture and refinement and an able speaker. It is felt by all who know him that a better choice could not be made for mayor, more particularly in view of the fact that the British Association will be guests of the city next summer. In Mr. Evans the city will have at once a man who may be trusted to do the wise and the right thing in regard to finances, and at the same time will represent the city with infinite credit, not only with those who may visit the city, but wherever he may go abroad as the city's chief magistrate.

Flaxseed Jumps Up.

The grain movement continues to be one of the striking points of the West. Not the most sanguine advocates of the double-tracking from Winnipeg to Fort William anticipated that it would make such a difference in the amount of wheat moved. It is not yet complete, but over 240 miles of it have been in commission since October 10, and the increase in car movement has been quite surprising. Up to November 18th, 39,322 cars of grain of all kinds had passed Winnipeg out of the present crop, and of this 34,816,950 bushels were wheat. The details of this movement are rather interesting.

Reports made on the 18th indicate that there had been inspected in Winnipeg from this year's crop in the yards of the Canadian Pacific 22,858 cars of grain. This was distributed as follows: Wheat, 20,156 ; oats, 1,524 ; barley, 723 ; flax, 455 ; total, 22,858. At Calgary there have been inspected to date 1,048 cars, as follows : Wheat, 604 ; oats, 401 ; barley, 41 ; flax, 2 ; total, 1,048. In the yards of the Canadian Northern in Winnipeg there have been inspected to date 11,574 cars of grain, as follows : Wheat, 9,843 ; oats, 963 ; barley, 728 ; flax, 40 ; total, 11,574. For the Grand Trunk Pacific there have been inspected in Winnipeg 761 cars, as follows : Wheat, 664 ; oats, 71 ; barley, 20; flax, 6 ; total, 761. At Duluth there have been inspected of Canadian grain of this year's crop 2,080 cars, as follows : Wheat, 1,902 ; oats, 42 ; barley, 107 ; flax, 29 ; total, 2,080 cars.

From this it will be seen that the C. P.R. carried 23,896 of the total of 39,322 cars. Another interesting feature is the amount coming in off the G.T.P. and the amount going to Duluth via the Great Northern. The movement past Winnipeg has averaged half a million a day for the past week.

The market has been a very steady one and for the latter part of the week an active one, with an increased shipment to Buffalo. One of the features of the week has been the runaway market in flax. The price went up by leaps and bounds, May flax selling at $1.29, and November at $1.25, and these prices were cheap compared to Duluth, where November flax sold as high as $1.45. There is no doubt that the damage to Argentine flax by frost set the ball rolling, but there has been some manipulation as well. The crop of the Canadian West is not a heavy one this year, but the quality is unusually good. The big oil companies have been heavy buyers this past week.

The outward shipment of grain from the head of the lakes has been so large and stocks have been kept so well down in proportion to the amount going in that it is not likely that there will be the usual wild scramble to get boats out at the last moment, as has prevailed in former years. The absence of ore hauling at Duluth has set free a very large number of boats for the wheat trade, which are not usually available. This has another advantage to the wheat shipper, the keen competition has prevented the usual advance in grain rates as the close of open water is approached.

Live Stock Trade.

The movement of cattle has been almost as remarkable as that of the wheat, over 23,700 head passing the Winnipeg yards in three weeks, and 9,079 in one week. The fine weather has kept the pasturage good on the ranges and anything fit for export has been very good indeed. There has, however, been an undue shipment of young and small stuff that needed another year on the range. The close of November will practically see the end of the cattle-shipping season, not that there are no cattle whom their owners desire to sell, but owing to there being no further ocean space available.

Fully 90 per cent. of all cattle reaching Winnipeg come in over the C.P.R. and all cattle leaving Winnipeg for Montreal go out over the C.P.R. In the three weeks just mentioned over 1,200 cars owned by that company were employed in the cattle trade west of Winnipeg, and 900 cars were used for hauling cattle east of Winnipeg.

The situation in the West continues very satisfactory and the movement in money steadily improves.—H.

Hardware Markets.

Jobbing houses are busy with a heavy sorting trade and the outlook for active business through the winter months is considered excellent. The general business situation continues to improve rapidly, money is circulating much more freely and collections are good. The most optimistic of the wholesale houses were surprised at the way in which paper was met on November 4.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6. 7 and 8, $3.50 ; No. 9, $3.10 ; No. 10, $3.60; No. 11, $3.70 ; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25 ; No. 15, $4.75 ; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.75; 5-6x5, 6 and 7, $4.40; ⅜x6, 7 and 8, $4.25; 7-16 x7 and 9, $4.15; ½ x 8, 9 10 and 12, $4.05; ⅝x10 and 12, $3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine. ⅜ and under, 60 and 5; 7-16 and over. 55; bolt ends, 52½; sleigh shoe, ⅜ and under, 55; 7-16 and over, 45; machine

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware

EDMONTON, ALTA.

G. F. Stephens & Co., Limited

WINNIPEG AND CALGARY

Headquarters for

Polished Plate Glass
Window Glass
Figured Glass
Leaded Art Glass

For anything in Builders' Glass, send in your specifications and let us figure on them. Quotations given either by wire or mail. Years of experience, the finest equipment and ability of the highest order enable us to ship same day as received.

SUCCESSFUL ADVERTISING,

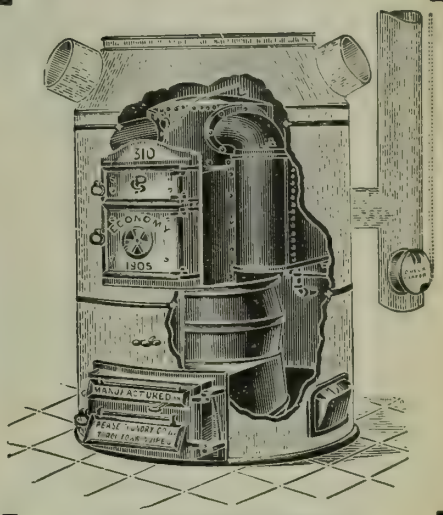
HOW TO ACCOMPLISH IT.

By J. Angus Macdonald.

Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

PEASE "ECONOMY"



The Highest Type of Warm Air Efficiency

The concrete result of a quarter of a century's experience in Heating Engineering and Furnace Manufacture. **Simple, solid, scientific** and equipped with all the improvements known to modern Furnace Construction. Built for the purpose of heating, not for the sake of **competing.**

The Pease **"Economys"** installed by us **23 years ago** in Canada are **to-day as good as new** and have stood the strain of expansion and contraction through all these years **with practically no repairs**

With such a record, do you wonder why there are now over 79,000 "Economys" in use? "Economys" are the most **Reliable, Efficient, Durable** and **Powerful Heaters** manufactured

They are **easy to install; easy to keep clean;** and their close fitting door and dampers make them **the most perfect regulating Heater** on the market.

The **"Economy"** is a little higher in price than other makes This difference in price is not added as a premium because of the extraordinary demand for "Economys," but it is because **they cost more to manufacture** and this difference is **saved every year in fuel alone.** Every "Economy" is assembled, fitted, mounted and carefully inspected before it leaves the Factory.

We manufacture Warm Air Furnaces;
Warm Air and Hot Water Combination Heaters;
Round Steam and Hot Water Boilers;
Sectional Steam and Hot Water Boilers;
Tubular Steam Heaters and Ventilators.

Send for Illustrated Catalogue

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2½; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 per cent. copper; No. 7, 29c; 8 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7; 3-16, $5.50; ⅜, $4.90; 7-16, $4.70; ½, $4.40; ⅝, $4.20; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel, 35; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

STOVE PIPES—6-inch, $9.25; 7-inch, $10.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ p.c. Other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $36; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼c; pure manila, 13¼c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12 smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs. $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.30; Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

PIG LEAD—$5.50. Lead pipe, $7.

SHEET ZINC—Casks, $8; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9.00; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45.00; 4½, $52; 5, $58; 6, $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON — Apollo 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

TIN PLATES—I.C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50; ½ box, $6; IXX, full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS — White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, bbl. lots, 65c. Linseed oil, raw, 62c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Nov. 27.—Bark wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85 brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2; cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, $8 doz.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11½c per lb.; British manila, 12½c; pure manila, 15½c.

BUILDING PAPER—Plain, 62c per roll; tarred, 82c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

AUTOMATIC VENTILATOR.

The importance of breathing pure air is generally recognized, but it is not easy with the commonly-constructed window to obtain this air without creating a dangerous draught, and a current of air blowing curtains and papers about in an irritating way. A device which overcomes these objections is the pullman automatic ventilator for windows. It is an ingenious patent which works ceaselessly in expelling foul air and importing pure air to the office, bank, school or any room. It needs no attention at any time, and absolutely prevents draughts. The Canadian agents of the Pullman Automatic Ventilator Co. are W. Stewart & Co., Board of Trade building, Montreal.

SASKATOON NOTES.

Some time ago the merchants of the city petitioned the C.N.R. to build a bridge across their yards at Twentieth St. for the convenience of foot passengers. Word has since been received that considerable alterations are likely to take place in the yards here in the near future and that the C.N.R. will consider paying half the cost of a bridge, the city to put up the other half.

At the last meeting of the Board of Trade the necessity for long distance telephones was taken up and steps taken for securing the same to surrounding towns chiefly for the accommodation of merchants and business people. The question of a better coal supply for the city was also discussed. An effort will also be made to get a better telegraph and express service for the south side of the city lying across the river.

WESTERN CANADA GOSSIP.

C. J. McClocklin, hardware dealer, Mortlach, Sask., has assigned to A. E. McClocklin.

There has been a dissolution of partnership in the firm of C. C. Falconer & Co., Winnipeg.

W. W. Rutan, M.P., hardware merchant, Melfort, Sask., has sold to Dawson & McEwan.

Scott Bros., hardware dealers, Lloydminster, Sask., have made application to change the name of the firm to the Northern Hardware Co.

C. W. Kirk has organized the Victoria West Soda Water Company, and it is proposed to establish one of the finest plants in the province.

Sheet Metal Building Materials

Cornices, Skylights, Ventilators
Finials
Corrugated Iron, straight or curved
Metallic Shingles, Siding, Coiling and Lath
Fireproof Windows, Shutters and Doors
Pressed Zinc Ornaments

WRITE FOR CATALOGUE and QUOTATIONS
RELIABLE GOODS ONLY—NO CHEAP TRASH

The Metallic Roofing Co., Ltd.
Manufacturers
TORONTO WINNIPEG

ROSS BROS.
LIMITED

WHOLESALE HARDWARE

Skates

Every dealer should see that his stock is complete. There is nothing more acceptable as a Christmas present. We ship promptly. Send your orders to us.

EDMONTON, ALBERTA

When writing advertisers kindly mention having seen the advertisement in this paper.

Down to Business.

Have you ever considered that you can make more money selling high quality paints and varnishes like Sherwin-Williams than by handling goods of inferior quality? You should be sure of the goods you handle before making any claims about them to your customers. It's the only way to build up a large and permanent business. People want to trade where they are never disappointed in the goods they buy, and as soon as your store gets the reputation for handling nothing but the very highest grade and most dependable paint and varnish products, you can be sure of holding the trade of the most desirable customers in your locality.

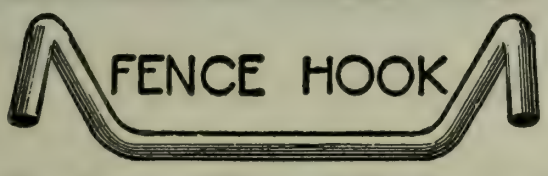
SHERWIN-WILLIAMS
PAINTS AND VARNISHES

can always be depended upon to give the best satisfaction to your customers and to uphold your reputation as a reliable merchant. Quality in our products starts with the raw materials. We control practically all the raw materials used in the manufacture of our large line of paints and varnishes. This is a decided advantage as we are thus enabled to safeguard the quality of our goods from the very start. S-W. Products are always right.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

461

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

GLASS OF EVERY DESCRIPTION

And for every purpose large and well equipped ART GLASS PLANT.

GLAZIER'S SUPPLIES—Diamond Point Drivers, Points, etc.

THE
Winnipeg Paint & Glass Co., Ltd.
CALGARY - WINNIPEG

ATKINS' CANADIAN FACTORY.

One of the biggest events of the year in the Canadian hardware trade has been the establishment of a Canadian factory by E. C. Atkins & Co., the silver steel saw people, the accompanying view showing the size and completeness of the plant. The rapidly increasing demand for Atkins saws in Canada, as well as throughout the entire British Empire, rendered this move on the part of the Atkins Company a necessity.

A very favorable location was secured at Hamilton, Ont., consisting of over fifteen acres of ground with new buildings of a character admirably adapted for the manufacture of saws. The plant has been fully equipped with the Atkins special saw making machinery similar to the main factory at Indianapolis. The same processes being used, together with similar formula for the manufacture of steel, assures for the Canadian factory an equally high quality of saws. The new company will manufacture a complete line of saws for all purposes, consisting of band, circular, drag, edger, barrel, re-saws and all types of milling saws, together with hand, cross-cut, and a full assortment of small saws. The Atkins Company will employ at the start in the neighborhood of 200 men, and will increase the force constantly as fast as they are able to fully organize.

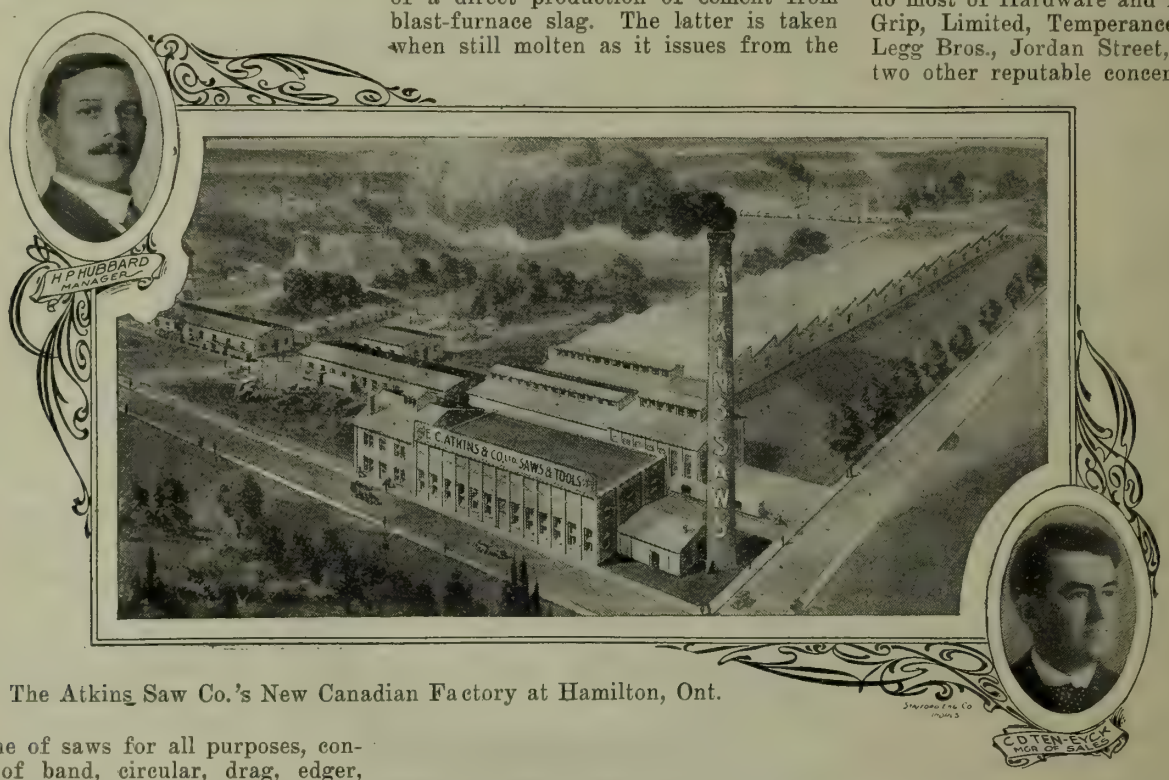
A new company has been formed for the Canadian department, which will be operated as E. C. Atkins & Co., Ltd. All the stock of the new concern will be held by the present owners of E. C. Atkins & Co., Inc., Indianapolis, Indiana.

The officers of the new company at present are as follows: H. C. Atkins, President; N. A. Gladding, Vice-President and Secretary; M. A. Potter, Treasurer; F. C. Gardner, Assistant Treasurer; H. P. Hubbard, General Manager; C. D. TenEyck, Sales Manager.

Mr. Hubbard, manager of the new concern, is a man of broad experience in the saw world and is well known to most of our readers, having been the former superintendent of the Indianapolis plant.

Mr. TenEyck has represented the Atkins Company throughout Canada for a number of years, and is familiar with the trade in this country.

The new factory starts out under the most favorable conditions, and the ultimate success of the enterprise is a foregone conclusion.



The Atkins Saw Co.'s New Canadian Factory at Hamilton, Ont.

CEMENT FROM BLAST FURNACE SLAG.

An invention which should have a far-reaching effect upon the Portland cement industry, and which incidentally will enable a hitherto useless product to be turned to commercial advantage, has recently been perfected by Sherard Cowper-Coles, the well-known English electro-metallurgist. This invention consists of a direct production of cement from blast-furnace slag. The latter is taken when still molten as it issues from the furnace, and is conducted to an electric furnace, where its temperature is further increased. During this period a predetermined quantity of chalk is added to the slag, and the whole then subjected to electrolysis, which brings about certain reactions producing a Portland cement equal in strength and quality to the best grades obtained by the existing methods at a very small cost as compared with the generally adopted process and in practically one operation.

In October out of ten leading cities in Canada only three showed a decrease in building operations over the corresponding month of last year. These were Calgary, Montreal and Regina. All the others evidenced big increases.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Malleable Iron.—J. F. Walsh, Chicago Heights, Ill., asks for the names of malleable iron foundry companies in Canada.

Malleable iron castings can be secured in Canada from the International Harvester Co., Hamilton; McKinnon Dash & Metal Co., St. Catharines; Ontario Malleable Iron Co., Oshawa; Smith's Falls Malleable Castings Co., Smith's Falls; Pratt & Letchworth, Brantford; and the Walkerville Malleable Iron Co., Walkerville.—Editor.

Engravings for Advertisements.—John Bailes & Son, Oshawa, ask for best place to secure engravings for newspaper work.

The Toronto Engraving Co., Toronto, do most of Hardware and Metal's work. Grip, Limited, Temperance Street, and Legg Bros., Jordan Street, Toronto, are two other reputable concerns.—Editor.

PLOW FOR TURNING SUBSOIL.

T. Sawatsky, Herbert, Sask., has invented a plow arranged to cut two slices of soil as it passes through the earth, one from the surface soil and one from the subsoil. The first layer is turned over into a ditch cut by the previous run, while the second layer of subsoil is turned over on to the first layer. In this way seeds and weeds are completely buried, while the rich subsoil is brought to the surface. The plow is formed with two shares, one placed in front of the other, and the rear one making a deeper cut. The forward share is of such form as to force the layer of soil it cuts to one side, and at the same time turn it over.

INGOT

ANTIMONY
COPPER
LEAD
ZINC
TIN

IN STOCK

A. C. LESLIE & CO.,
LIMITED
MONTREAL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.,
or to MONTREAL, QUE.
Canada Iron Furnace Co.,
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

CUT NAILS

We are the largest manufacturers of Cut Nails in Canada, and our full and well assorted stock enables us to make prompt shipment of all orders for these goods.

Specify "M.R.M." when ordering, and get the best.

The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The John Deere Plow Co. will erect a warehouse in Saskatoon.

Clark Bros.' tub factory at Sutton, Ont., has resumed operations.

The new factory of the Evans Co., at Sudbury, is nearing completion.

An addition has been built to the P. L. Robertson Co.'s machine shop, Milton.

A planing mill and sash and door factory are likely to be established in Port Dover.

The C.N.R. may build repair shops in the suburbs of Quebec. The shops would cost $200,000.

The American Abell Engine & Thresher Co., of Toronto, have opened up a large warehouse in Calgary.

F. A. Bean, a prominent Minnesota mill man, will erect a $100,000 oatmeal and flour mill in Regina.

The roller mill at Merrickville has resumed operations under the direction of Mr. Giddes, of Vankleek Hill.

Fredericton, N.B., has a flourishing new industry in the Monitor Manufacturing Co. for the making of acetylene gas generators.

The Grey Carriage Co. and the Mansell, Campbell Fanning Mill Co., Chatham, Ont., will build a joint warehouse in Saskatoon.

The large passenger car shops of Rhodes, Curry & Co., Amherst, N. S., were destroyed by fire. Loss $150,000. The shops will be rebuilt.

The Colonial Wood Products Co., of Niagara, N.Y., will erect a pulp mill in St. Catharines. The council will submit a by-law to the people to grant a fixed assessment of $2,500 for ten years.

The Royal City Mills, on False Creek, B.C., including the factory and planing mill and 25,000 feet of lumber, were destroyed by fire recently. The loss was $100,000. The saw mills and dry kilns were saved.

Work on the development of the water power at Fort Frances has been resumed. Over one hundred men are now engaged and more are expected to come shortly, so that operations will be rushed from now until completion of the work. Under favorable conditions this should be completed inside of one year. Pulp mills, saw mills and flour mills will be erected in the coming spring.

Municipal Undertakings.

The by-law to loan $10,000 to W. T. Jerrett, of Alliston, was defeated.

Eleven thousand dollars will be expended in Beamsville upon granolithic sidewalks.

Twenty thousand dollars in to be raised in Yorkton for the improvement of the waterworks system.

Renfrew Town Council have passed a by-law to raise $5,000 by debentures for the extension of the sewerage system.

Negotiations by the Montreal City Council for the purchase of the plant of the Montreal Water & Power Co. are proceeding.

Splendid progress is being made with the new waterworks system of Hespeler, mains having already been laid on several streets.

The new pumps at the Guelph waterworks station have been tested, found satisfactory, and handed over to the water commissioners.

A by-law will be submitted to the Burlington ratepayers for the purpose of authorizing the instalation of a waterworks system at this place.

It is understood that a by-law will be submitted to Vancouver ratepayers next January for the purpose of authorizing the erection of additional jail quarters.

Peterboro will vote on two by-laws on Jan. 4, one for $6,000 expense incurred in building up the water front and the other for $15,000 for street extensions.

The John Montgomery Company, of Toronto, have been awarded the contract for a system to pump water to the Hamilton mountain top. Contract price, $6,500.

The electric by-law submitted at Glencoe for the purpose of raising $11,000 by debentures for the purpose of instaling an electric plant to be operated by the municipality carried by a majority of 58.

The by-laws to authorize the raising of $30,610 for the extension of the sewerage system and $26,000 for the extension of the waterworks system, Saskatoon, Sask., have been given their second reading.

The Winnipeg Board of Control has decided to call for tenders for the electrical power works at Point Du Bois. The amount to be expended next year will be $1,500 000, and the total cost will be $3,500,000.

The low water in the Ottawa River is now so serious that the Ottawa Board of Control yesterday deputed the Mayor and City Engineer to demand that the power users at the Chaudiere either shut down altogether or greatly reduce their consumption.

The City Council of Windsor has decided to submit the question of taking power from Niagara to the ratepayers at the municipal elections in January.

The International Heating and Lighting Co., whose franchises in Edmonton and Strathcona for the sale of artificial gas are lapsing has asked for a revival of their franchise in Edmonton.

Municipal ownership in Edmonton is giving good satisfaction. During the past seven months their electric light and power system earned $28,000 net profit. At this rate the annual profit will be $48,000 and as the system cost only $150,000, a yearly dividend of 32 per cent. will be realized. Last month the council reduced the rates for light and power.

Contracts have been awarded in Hamilton for the instalation of a sewerage system for the mountain top residents. The contract was given to G. F. Webb, whose price was $2.29 a foot or $26,140 for the whole job. M. A. Pigott put in a tender of $39,990, while the tender of the City Engineer was $35,843. The work is to be paid for by the people benefited, but the pipe is to be supplied by the city at an estimated cost of $5,000.

The following contracts have been awarded in connection with the extensions to the waterworks system at Vancouver, B.C., viz.: Steel mains, Thomas Piggott, of Glasgow, per W. Beverley Robinson, contract price $59,939; cast iron pipe, A. J. Forsyth, Vancouver, contract price, $29,491; pipe for main at Second Narrows, Evans, Coleman & Evans, Vancouver contract price, $44 per ton; 100 Ludlow hydrants, Robertson-Godson Company, Vancouver, contract price, $40.50 each.

Public Buildings.

A new registry office will be built in Toronto.

Brandon is erecting a new fire hall, to cost $4,370.

A new Lutheran chapel will be erected in Brantford.

Montreal will build a new police station in St. Jean Baptiste Ward.

A palm house will be erected in Allan Gardens, Toronto, to cost $30,000.

The dome on the city hall, Kingston, is being replaced, at a cost of $12,000.

The Roman Catholic congregation of Ste. Angele, Que., will build a $30,000 stone church.

The main exhibition building at Collingwood was recently destroyed by fire. Loss, $8,000.

The congregation of St. Thomas D'Aquinas Church, Montreal, is erecting a new pressed brick edifice.

General Building Notes.

S. J. Douglas is erecting five cottages in Vancouver to cost $6,300.

The contract has been let for the biggest skating rink in British Columbia at Nelson. It will cost $15,000.

The new Grand Theatre, Winnipeg, recently collapsed covering the sidewalk with debris. The structure was just being completed at a cost of $30,000.

Companies Incorporated.

A charter has been granted to the Dominion Co-Operative Association with headquarters at Toronto. The share capital is $1,000,000, divided into 200,000 shares of five dollars each.

Permission has been granted the Columbia Powder Co., an incorporation under the laws of Ohio, to manufacture, explosives in Ontario and for this purpose to expend a sum not exceeding $10 000.

A charter has been granted to the British Canadian Departmental Stores Co. The head office of the company is in Toronto and the share capital $3,000,000, divided into 600,000 shares of $5 each. The names of the provisional directors include merely members of the clerical staff. The charter empowers the company "To establish and conduct a general department store, with incidental and subsidiary powers."

News of the Paint Trade

FIFTY YEARS A TRAVELER .

General regret has been expressed in hardware and plumbing circles at the recent death from typhoid fever and other complications, as announced in Hardware and Metal last week, of the veteran traveler, William Greig.

Mr. Greig was for nearly half a century in the service of the James Robertson Co., Montreal, and with but one exception, appears to have held the record for continuous service with the same firm. His loss to the James Robertson Co. can thus be understood.

The fact that a man has been in the continuous employment of a firm for nearly half a century says much for that man. He must possess qualities of the highest order. This was true of Mr. Greig. His business career was marked by honest, straightforward dealings, which gained him the confidence and respect of the business community, and in

THE LATE WM. GREIG, MONTREAL, For Nearly Half a Century a Plumbing Supply Salesman.

fact, of all those, in public and private life, who came in contact with him.

Mr. Greig was a native of Montreal. His business career was commenced in 1857, when he entered the employ of James Walker & Co. In 1860 he became connected with the Canada Lead Pipe Works Company, now the James Robertson Company, and made no other change. Between 1884 and 1891 he represented his company at St. John, N. B., and looked after their interest in the Maritime Provinces. On his return he represented the company in Quebec, and Eastern Ontario. Mr. Greig was a member of the Oddfellows, and of the Ancient Order of United Workmen.

If you want to stock the VARNISH that will bring customers back to your store for more VARNISH, and tell their friends where to get good VARNISH, that VARNISH is undoubtedly

Elastilite Varnish

For Outside or Inside Use

In Tins only, ½ Pint to 1 Gallon.

Manufactured only by

The Imperial Varnish & Color Co.
LIMITED

TORONTO, CANADA

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

One of the Reasons for Satisfaction

Every **Standard Heater** has a full metal lining passing ENTIRELY around the fuel chamber. This insures proper distribution of air to the burning carbon as well as an even distribution of the heated air. The fire never goes out till the user is ready to put it out and the maximum heat is drawn from the burning fuel.

STANDARD HEATERS

are not only made right but also look right. That's half the battle in selling anything.

ASK FOR 1908 PRICES

Ask about the new package for
STANDARD CARBON

The best carriage heater fuel on earth. Made right. Packed right. Get ready for cold weather now. : : :

The Standard Stamping Co.
Marysville, Ohio - - U. S. A

Phantom Picture, showing the new Carbon Package—every cake in a compartment by itself.

The Toronto Plate Glass Importing Co., Limited
(HILL & RUTHERFORD, Managing Directors.)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.
Works: Don Speedway, also Victoria St., - - - TORONTO

Paint and Oil Markets

MONTREAL.

November 27.—A mild rush is now being experienced in all departments of the paint and oil trade owing to the nearing close of navigation and the higher railway freights. Unless something unexpected happens it is thought that manufacturers' operations will be fairly brisk for early spring trade. There is no change to report this week in quotations. The markets are firm and seem likely to continue so.

TURPENTINE—Turpentine has again become steady. The demand is fair, with supplies in good shape. Conditions are firm and it is thought that the next few weeks will see a decided improvement in the market situation. We continue to quote turpentine at 54c for single barrels.

LINSEED OIL—At the advance noted last week good trade is reported. Stocks are on the light side, and the market is very firm. The bulk of the oil now used is of Canadian manufacture, the quality being uniform and extremely satisfactory. We continue to quote: Raw, 1 to 4 barrels, 54c; 5 to 9 barrels, 53c; boiled, 1 to 4 barrels, 57c; 5 to 9 barrels, 56c.

GROUND WHITE LEAD—Shipments are reported fair. Stocks are abundant, but prices continue remarkably steady. We continue to quote: Strictly pure, $5.50 to $6, according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—Jobbers are stocking up for the winter, but for the general trade there is no feature to note. Prices remain unchanged as follows: Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50, and smaller quantities, $5.50.

COLORS—A good turnover is reported, more especially in liquid paints and enamels. Stocks are well assorted and it is hoped that these satisfactory conditions will continue.

VARNISHES—Finishing varnish for house work seems to be in fairly good call and varnish makers report a strong demand for hard oil finish, furniture varnish, and the better grades of shellac.

WHITE ZINC—A slight improvement is noticed. Heavier orders are being placed owing to the finishing of some large jobs. Prices are unchanged and we quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5½c.

PUTTY—Putty is now moving out in good shape, and the demand is likely to keep up for some time. We continue to quote: Standard putty, 800-lb. casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

November 27.—Trade in glass and putty is still very good and bids fair to continue right up to near the end of the year. The linseed oil and turpentine market may be said to be marking time. Dealers expect there will be an advance in both, but are not just sure when it will come. In paints there is not much doing, but in white lead the market is firm.

Generally speaking there is a good steady seasonable demand for materials in the paint and oil line that can be used at this particular period, but for all else it is the sorting up season.

TURPENTINE—The market is quiet here. In Savannah the tone is firm and there is an advance of about one cent, but no advance has taken place locally. The indications are that prices will advance rather than recede. The quotation for single barrels is 55c to 57c, and for two barrel lots the range of price is 54c to 56c.

LINSEED OIL—There is not much doing in oil as painting operations are limited. The price is still considerably lower in Canada than in Great Britain. This has been the condition for some months. While there has been a stiff advance in flax seed it has not been strong enough to affect the price yet. The figures range for single barrels, 55c to 57c, raw, and 58c to 60c for boiled, f.o.b. place of shipment; 5-barrel lots are 54c to 56c for raw and 57c to 59c for boiled.

WHITE LEAD—There is a good demand and the market is firm. A better trade has been done during the past month than last year, when the price was higher. The quotations are unchanged. We continue to give: Genuine $6.25; decorators', $6; No. 1, $5.65 to $5.75. Genuine red lead stays at $4.50 in cask lots.

STAINS AND VARNISHES—There is some decorative work being done and artists' materials are selling well. Pure orange shellac is $1.95 per barrel and pure white $2.

GLASS AND PUTTY—Both are active and there has been a splendid demand for window glass. There is no change in the list discount for glass, thirty per cent. still standing. A big shipment—the last of the season—arrived last week and now all standard sizes have been replenished and stocks are moderate. Putty is in healthy demand, but there is no change in prices. Pure bulk in casks is $1.80 to $1.90; ordinary, $1.60 to $1.70; pure in 100-lb. drums, $2.15 to $2.25; ordinary, $1.90 to $2.00; bladders in barrels, pure, $2.10 to $2.20; ordinary, $1.85 to $1.90.

PETROLEUM—A good steady trade is being done, consistent with the season of the year. We continue to quote: Prime white oil, 13½c; water white, 15c; Pratt's astral, 17½c per gallon.

OPENING NEW TERRITORY.

Trade circles have been interested for some months past in the relationship between the Muralo Company, New York, and the E. A. Munns Products Co., San Francisco, rumor having it that the Muralo Company had disposed of all its selling rights in the Pacific Coast States to the Munns Co. This does not seem to be the case. Inquiry elicits the fact that the Muralo Company has made no other disposition of its western coast interests than granting to the Munns Company the right to manufacture and sell in that territory cold water paints, kalsomines, etc., under its patents and secret processes, and to have the exclusive right to the brands and trade-marks that

Not a Minute Too Early

to give serious thought to taking up the "ENGLISH" LIQUID PAINT Agency, for next Spring.

The dealer in your town who has a stock of these well-known, well-advertised and well-liked Paints, will get the trade.

Our Advertising Department, our Co-operative Business Methods, our Best Prices and a complete line of

"English" Liquid Paints

are at your service.

Let us talk business with you.

Address,

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

UP in quality

DOWN in price

It is a simple matter for you to demonstrate to your own satisfaction that **MOORE'S** Pure Linseed Oil H.C. **PAINT** is the peer of any prepared paint on the market. Take samples of any prepared paints you can get—all same color—and paint a number of clean boards with each sample. Then paint another clean board with one coat of Moore's—same color. Stand off and examine the lot. That's a good test—see which covers best. We KNOW that Moore's Paint will cover better and be truer in color than any other paint on the market, because we put the money into it in the shape of the highest-grade Linseed Oil, Pure Colors and really thorough grinding. Instead of spending a lot of money in extensive advertising, we prefer improving our paint and lowering the price, knowing that satisfied dealers and customers are the best kind of advertising.

It will pay you to write for our Price List.

Benjamin Moore & Co., Ltd.

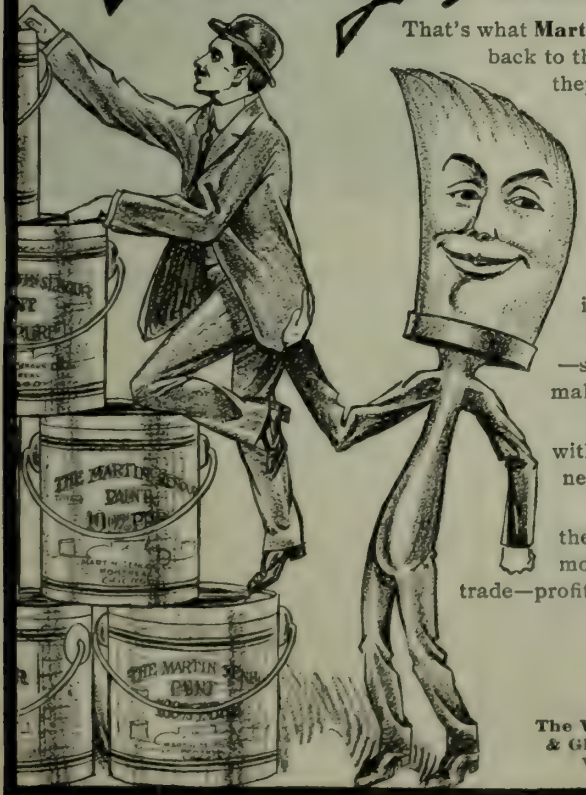
MANUFACTURERS OF

PAINTS, COLORS, VARNISHES and MURESCO

West Toronto, - - Ontario

New York, - - - Chicago,
Cleveland, - - - - U.S.A.

Giving the Dealer a Boost



That's what **Martin-Senour** Paint is doing. People are so **pleased** with it, that they come back to the dealer for **more** and incidentally for **other** goods. And why shouldn't they be pleased with Martin-Senour Paint?

It is the most durable—best looking—and most **economical paint** on the market. Don't you want to sell paint like that? Paint that pleases the buyer and attracts the passers-by? Of course, you do. Well then,

Martin-Senour Paint 100 Percent Pure

is the paint for you to sell.

It's pure—that's why it's the best. Test it any way you like—for purity—spreading qualities—wearing qualities and everything else that goes toward making the best paint.

Martin-Senour Paint satisfies every time. The man who paints his house with Martin-Senour Paint this year will come back for more the next time he needs paint. And every time he gets a chance he'll **boost** Martin-Senour Paint.

Mr. Dealer, are you selling all the paint that you ought to? If you're not, there must be a reason. You're not handling the paint that pleases best and most! Try Martin-Senour Paint and you'll increase your paint trade—regular trade—profits, because it **satisfies.** Write for our "Business Boosting Plan," terms, etc.

The MARTIN-SENOUR CO., Ltd.,

Pioneers of Pure Paints

Montreal — **The Winnipeg Paint & Glass Co., Ltd., Winnipeg**

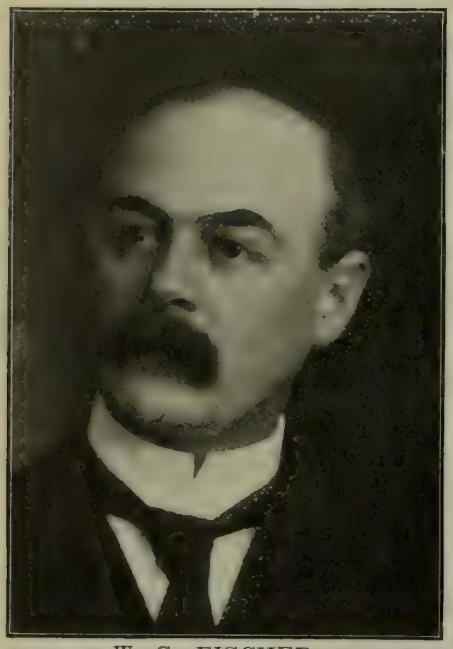
Chicago — **The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.**

were used by the Muralo Company on the Pacific Slope prior to March 3rd, 1908. In the Munns contract the Muralo Company expressly reserved the right to sell its products on the Pacific Coast under its new brands and trademarks. During the last year the Muralo Company has been shipping large quantities of its products into this territory and there seems to be no interference with the brands sold.

NEW TRADE COMMISSIONER IN SCOTLAND.

"My business will be to increase Canadian exports in Scotland and to see that the sales of Canadian manufactured products are facilitated and developed in that country." said Wm. G. Fischer, of Toronto, who has just been appointed Canadian Trade Commissioner, with headquarters at Glasgow.

Mr. Fischer will sail from Montreal on the 24th inst., on the S.S. Corsican, and, after spending a few days in Liverpool and at the High Commissioner's office in London, he will proceed direct to Glasgow.



W. G. FISCHER.

Canada's New Trade Commissioner in Glasgow.

Mr. Fischer will select his own staff in Glasgow and immediately set to work to ascertain what the Scotch need and what Canada can best supply, not only in the line of foodstuffs, but in manufactured articles.

Mr. Fischer mentioned several lines of goods for which he thought a suitable market might be developed in Scotland. He said that wooden ware, for instance, had a good sale in England, and apparently a fair demand for it might be created in the land o' cakes.

W. G. Fischer is a native of Berlin, Waterloo County, receiving his education in the High school there, and the Collegiate Institute, Toronto. In 1878 he started to learn the leather business, and was with Beardmore & Co., Front Street, Toronto, for several years. He was on the road for some time, and in 1885 he became associated with the late John Hallam, as manager. He greatly increased the business and, when Mr. Hallam died, he continued the establishment in his own name for a number of years. He is a pleasant, earnest and progressive man of affairs and possesses a wide acquaintance with business men in Canada, through his connection with the hide and leather trade with which he has been prominently identified for thirty years. He will return to Toronto in March, when he will remove his wife and family to Glasgow.

Mr. Fischer's many friends are confident that he will succeed in his new post and will show excellent results.

REPRODUCED FROM LAST ISSUE.

Owing to the many requests for copies of the sketch of John Thomson, superintendent of the Canada Paint Company, Montreal, which appeared in last week's issue of Hardware and Metal, it is reproduced in this issue.

SON SUCCEEDS FATHER.

J. H. Morin, jr., is continuing the business of his father at 54 Colborne St,. Toronto, he controlling the sale of P. D. Dods & Co.'s "Island City" paints in Toronto and Western Ontario.

The funeral of J. H. Morin took place from the Hotel Dieu Chapel to the Cote Des Neiges cemetery on Tuesday morning. The funeral service was celebrated by Rev. Abbe Volbart, assisted by Rev. Abbe LaRue and Rev. Abbe St. Jean. J. H. Morin, jr., of Toronto, a son of the deceased, was at the funeral, as well as H. Morin and L. Morin brothers, and other relatives.

VARNISH MADE WITH CARBON.

Carbon tetrachloride is an excellent solvent for many resins, particularly such as are dissolved by benzine and m xed nitric and hydrochloric acids, but are nearly or quite insoluble in alcohol. A very superior varnish is made by dissolving gum dammer in carbon tetrachloride heated to 120 deg. F. This varnish is easily applied and gives a tough, transparent coating which wears better than dammer varnish made with turpentine.

Some resins of the copal class, which dissolve with difficulty in turpentine and very slowly in boiled linseed oil, dissolve readily in hot carbon tetrachloride.

Carbon tetrachloride also possesses the property of completing the dissolving action of alcohol on many resins, so that these dissolve quickly and entirely in alcohol mixed with from 10 to 20 per cent. of carbon tetrachloride. Gum lac, sandarac, and some other resins, for example, dissolve but slightly in commercial denatured alcohol of a strength of 90 degrees, owing to the presence of water, but they dissolve completely on the addition of 10 or 20 per cent. of carbon tetrachloride.

Peter M. Elias is opening a hardware store at Haskett, Man., and asks Hardware and Metal to say that he would like to receive catalogues and price lists from hardware manufacturers and wholesalers.

OWING TO MANY REQUESTS FOR COPIES OF THIS SKETCH IT IS REPRODUCED IN "HARDWARE AND METAL."

DEAN OF PAINT SUPERINTENDENTS.

John Thomson, whose photograph we reproduce, is superintendent of the Canada Paint Company, at their works in Montreal. There are superintendents also at Toronto, Winnipeg and St. Malo, but Mr. Thomson is the dean. This genial Scot, whose "pawky" humor is irresistibly amusing, graduated from McDougall, Logie & Co., thence to Alexander Fergusson & Co., until they were merged into the Canada Paint Company.

He is deft with the palette knife, and having an extraordinary penchant for color-making, can match a shade with lightning rapidity. In his room, like an artist, he is surrounded by his colors, oils and varnishes, and will lay out the formula for a specialty with unerring accuracy and in quick time.

JOHN THOMSON, Montreal

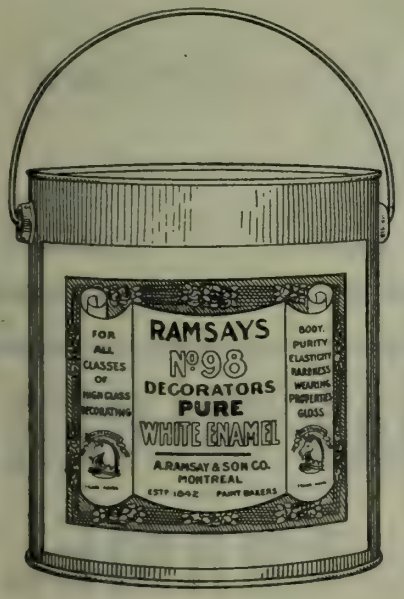
"John Tamson's Bairns" are his foremen.

In the laboratory and testing office there are a number of electric calls close at hand. By touching one of these he calls his assistants from all parts of the works for instruction or consultation.

Like the well-trained captain of a steamer, he has perfect command, being a strict disciplinarian, but of a kindly disposition, as a glance at his picture will reveal. Mr. Thomson is a voracious reader and is thoroughly posted in all that pertains to the paint, varnish and color business, being possessed of a fund of useful information gathered from years of careful study and observation.

HIGH GRADE ENAMEL

Some day your painter tells you he wants a high-grade White Enamel. He doesn't want the ordinary White for everyday work. He has a customer who insists on the best and it's up to the painter to get it for him, or let somebody else do it. When a painter comes at you with such a demand, don't hesitate —here is the solution:



Not a thing goes into Ramsay's Decorators' Pure White Enamel but high-grade, pure material. The heart of the secret of its strength, beauty, and purity is the varnish in which it is ground. This varnish is carefully manufactured in our works, at 106 William Street, and it is a secret of which we are justly proud, and all put together under the personal supervision of our chemist who has had a wide experience in enamel making in England.

Send for our Booklet.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

Low Priced—But High in Quality

That's what we claim for

New Era Paint

Here is its composition—absolutely pure as you will see.

Pure White Lead ; Oxide of Zinc ; Pure Linseed Oil; Turpentine and Turpentine Japan Dryers. New Era Paint will cover more surface, last longer, hold its color better, stand the changes of weather and give a more brilliant finish than any other prepared paint.

Write for prices

Standard Paint and Varnish Works Co. LIMITED

WINDSOR, - ONTARIO

SUNLIGHT GOLD PAINT

Patented 1906.

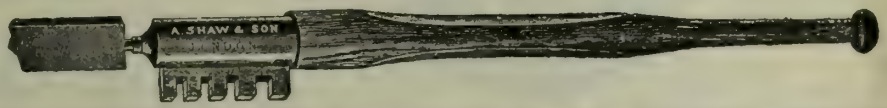
BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

Buy the Best.

HERCULES

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
Sash Cord

For Sale by all Wholesale Dealers.

All the Effect — Half the Labor

There is only one article on the market that can produce a perfect rubbed finish effect on wood without the rubbing; and that is :

FLATTINE
WOOD FINISH

The painters' trade is yours if you handle this finish. It is used as a final coat over gloss finished work and gives positively the appearance of a rubbed finish without any rubbing at all. It dries hard over night; and is very durable, resisting the action of water and dampness better than any varnish.

Sold in Sealed Cans Only.

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

CANADIAN SILVER WHITE ENAMEL

For Interior Decoration

is superior to any other White Enamel made in Canada and no imported Enamel of equal quality can be offered at as low a price.

Your customers, whether **Professional Decorators, Manufacturers or Householders,** will find it just what they want for decorating large surfaces or small articles.

It works freely under the brush, dries with a brilliant gloss and it will **never turn yellow.**

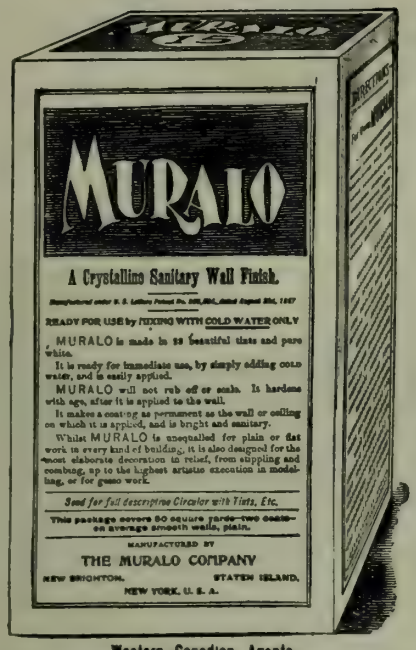
To prepare the surface for the Enamel, use ISLAND CITY White Primer. Ideal for the purpose owing to its exceeding whiteness, its great "body" or covering capacity and its surpassing fineness.

MANUFACTURED BY

P. D. DODS & COMPANY, LIMITED

264 St. Patrick St., MONTREAL

MURALO



Western Canadian Agents
ASHDOWN HARDWARE COMPANY
Winnipeg, Manitoba

IS THE ONLY PRACTICAL WALL FINISH MADE

Muralo is the pioneer of Sanitary wall coatings —and for 15 years has enjoyed the largest sale, chiefly because it will, under any circumstances, give superior results. Muralo has greater covering power, spreading qualities and artistic finish than any other decorative material made and

SHOULD BE HANDLED BY ALL HARDWARE AND SUPPLY STORES

SOLE MANUFACTURERS

THE MURALO CO.

NEW YORK

The Largest Manufacturers of Water Paints in the World.

Canadian Agents:
A. RAMSAY & SON CO.
MONTREAL

NOW YOU SEE IT

NOW YOU DON'T

That's the Way with Some Greens. For a few days they look beautiful—attractive Then the sun plays the magician and they vanish.

LUCAS IMPERIAL FRENCH GREENS

STAY GREEN

Brilliant in Color — Rich in Tone — Practically Non-Fading

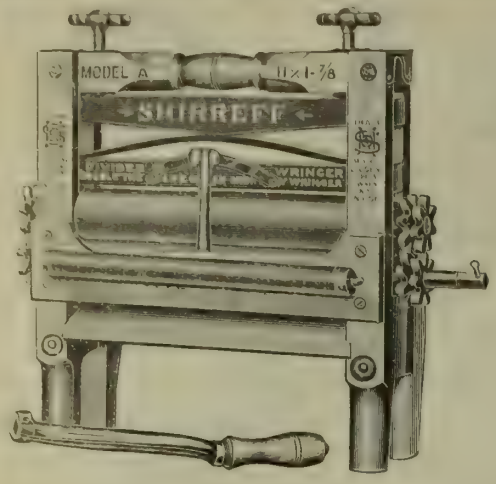
Watch the Fakir who { ***Imitates the Label*** / ***Imitates the Package*** / ***Imitates the Name*** }

Our special process of manufacture insures unmatchable quality, freedom from Arsenic or other poisonous properties.

Insist on the GENUINE ***LUCAS IMPERIAL FRENCH GREENS.***

JOHN LUCAS & CO.

PHILADELPHIA ***NEW YORK*** ***CHICAGO*** ***BOSTON***



Double the Wear

That's a mighty strong argument, isn't it? It's the kind of argument that invariably leads to business where it can be proved. And it is the argument that you can prove by practical demonstration when selling

Shirreff's Divided Wringer

The trouble with ordinary wringers is that the rubber rollers wear quickly in the centre. But Shirreff's Divided Wringer is provided with a dividing bar which causes the rollers to wear along their entire length instead of in the centre only. Thus it has twice the life of an ordinary wringer. When wringing very large articles, like quilts and blankets, the bar is removed.

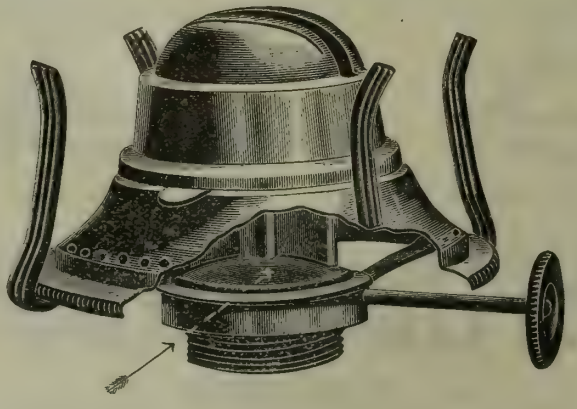
WRITE TO-DAY FOR LISTS AND DISCOUNTS

Shirreff Mfg. Co., Limited Brockville, Ontario

TALKING POINTS FOR DEALERS

WELL WORTH CONSIDERING

On our BANNER, CANADA, ONTARIO and HICONE Lamp Burners



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire.

OURS DON'T

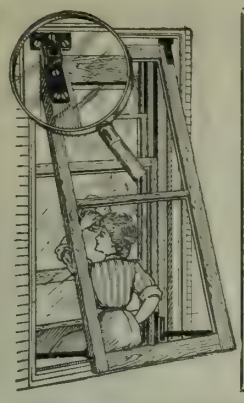
Manufactured by

ONTARIO LANTERN & LAMP CO., Limited, HAMILTON, ONT.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Class and Flint Clothsand Papers, etc
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.



PHENIX
HANGERS AND FASTENERS
solve the problem
How to Hang and Fasten Window Screens and Storm Windows.
Easily hung or removed from inside. Clean windows, ideal ventilation. No flies, solid comfort. Retail at 10c., 15c., 20c. and 30c. per set with screws. For catalogue and trade discounts address
PHENIX MFG. CO.
036 Center Street
Milwaukee, Wis.

Phone College 4877
JONES BROS.
302 Christie Street, Toronto
Stove Brick **Stove Castings**
Fire Clay **and Water Fronts**
Asbestos Cement
Brick for Fire Places

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street
MONTREAL

Write to-day, we need you and you need us.

MARTIN'S
Low - Down - High

Store Ladders for busy merchants.
Store Ladders for conveying merchandise to the shelving.
Store Ladders for placing goods on the shelves.
Store Ladders for taking goods from the shelves.
Store Ladders for filling orders quickly.
Store Ladders for taking stock inventory.

Prices may be obtained from my Patent Attorney,

EGERTON R. CASE, Temple Bldg., Toronto

Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

LION

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

BRAND

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
MacGOWAN & CO., Vancouver, B.C.
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

What Do You Know About "Brantford" "Roofing"

Have you had samples of our three different lines and noted their quality? If you don't know Brantford Roofing it will pay you to get acquainted. Write for samples and complete roofing catalogue. And don't delay.

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

Montreal Branch - - - 327 St. James Street, Montreal, Que.
General Supply Co. of Canada, Limited { 219-221 Bank Street, Ottawa / 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - - Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - - - Vancouver, B.C.
Imperial Export Co. - - - - - - - - Toronto, Ont.

Keep Your Gasolene Outdoors

STORE IT IN A BOWSER OUTDOOR CABINET

Cut 10—Outdoor Cabinet.

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

It will increase your profit on gasolene because it stops the usual loss of from 15 to 50% through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing, because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog 5445. It's free.

S. F. Bowser & Co., Limited

66-68 Fraser Ave. - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.

The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

St. Catharines

Ontario

W&B TRADE MARK

W & B CO TRADE MARK

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1188-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

BE A SALESMAN

We will teach you to be an **Expert Salesman** in eight weeks by mail, and assist you to secure a position with a reliable firm. Through our

Free Employment Bureau

the largest of its kind in the world, we have placed hundreds of our Graduates in good paying positions, and always have scores of good openings. Traveling Salesmen earn from $1,000 to $10,000 a year and expenses. If you want to make big money, fill out and mail the attached coupon today for our free book "A Knight of the Grip," Address our nearest office.

Dept. 288 National Salesman's Training Association

New York Chicago San Francisco
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A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF ITS KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE AND LEVEL CO.

NEW BRITAIN, CONN, U.S.A.

SASH WEIGHTS

Hundreds of tons carried in stock for you and we guarantee prompt shipment. Write at once for a copy of our Monkey Book and for prices.

The Buchanan Foundry Company, - Lebanon, Pa.

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED

LONDON, ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

GILBERTSON'S COMET

Gilbertson's Sheets.
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Ltd. PONTARDAWE, South Wales
ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

SEYMOUR SHEARS

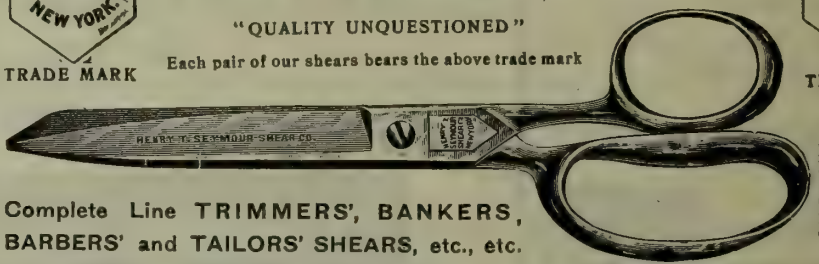
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

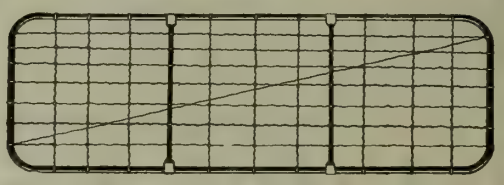


Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



A GUARANTEE

Were not this gate perfect we could never have sold the number already placed—hundreds of thousands—to railways, farmers, etc. These sales are a guarantee of excellence.

Prices on application

OTTAWA WIRE FENCE & GATE CO., 164 Bank St., OTTAWA
Wire Goods Makers
R. W. Grant - - - - - - - - - - Manager

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

FARMERS' DROP-LEVER PORTABLE PLATFORM SCALE

Capacity from 1 200 lbs. to 2,500 lbs.

The Aylmer Scale is the Best Farmer's Portable Platform Scale on the market. That sounds strong. But we can back it up by facts, and what's more we sell it at the same price as our competitors who are selling an inferior article.

Drop us a line and we will be pleased to send you catalogue and prices, also facts why our scale is the best.

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONT.

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

The "DILLON" HINGE STAY FIELD FENCE

is the only wire fence on the market embodying the hinge-stay principle. In the Dillon, the upright stay wires are hinged to the laterals. Thus, when any weight strikes the fence the wires do not bend or break as with ordinary wire fences, but merely "give" at the hinges. When the weight is removed the Dillon springs back to position absolutely uninjured. It's worth while handling a fence like the "Dillon."

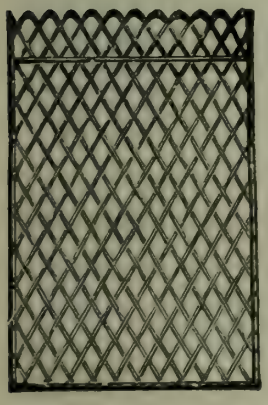
SEND FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Wire Guards



Factory and Mill Windows

School and Church Windows

Store and Basement Windows

and for all Public Buildings.

THE B. GREENING WIRE CO.
LIMITED

HAMILTON, Ont. MONTREAL, Que.

Atkins Silver Steel

Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

The Roofing House of Canada

Leading Lines of Reliable Goods

BLACK DIAMOND TARRED FELT

JOLIETTE and CYCLONE SHEATHING

"GENASCO" READY ROOFING

Get our prices in good time for Spring Trade.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

November 28, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Cookson's ... .per lb...	0 09½
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 60
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 22
" seamless base	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot...........	15 50	15 00
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz..................		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base................		30 00
Braziers' (in sheets). 4x8 base...		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 45	2 50
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60
Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 50	3 65	....
22-24 ..	3 95	3 75	3 75	4 05
26........	4 20	4 00	4 15	4 30
28	4 45	4 25	4 35	4 55

Less than case lots 10 to 25c. extra.

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. .... " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2 ..	....	18 75
Middlesboro, No. 3 pig iron..	18 50	21 00
Summerlee, No. 2 " ..	20 00	21 50
Carron No. 1	22 50	....
Carron, special......	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron........	32 00	32 50
Angles........................	2 60	2 65
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel............	1 90	....
Sleigh shoe steel............	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign).. .	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 25
Sheet cast steel.....	0 15	0 15
Toe calk steel................	2 40	2 75
Mining cast steel....	0 07½	0 08
High speed	0 60	0 65
Capital tool steel............	0 60	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08½
Corona tool steel....	0 06½	....
Silver tool steel..............	0 12⅛	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 50 33 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50
Raven and Vulture Grades—		
I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double

Coated, Tissued.		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " } 6 75
" 14x65. " }

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 80	3 85
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 01
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra.

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 25	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 30 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12½
Light copper bottoms	0 10½	0 10¾
Heavy red brass....	0 10½	0 11½
" yellow brass	0 08½	0 08¾
Light brass................	0 06½	0 06½
Tea lead........	0 02½	0 02½
Heavy lead................	0 02½	0 02¾
Scrap zinc	0 02½	0 03⅛
No. 1 wrought iron	11 00	9 00
Machinery cast scrap, No. 1	12 50	13 50
Stove plate................	11 00	10 50
Malleable and steel	9 00	8 00
Old rubbers....	0 03	0 07½

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 70 per cent.
High grade compression work, 65 p c.
Cushion work, 50 per cent.
Fuller work, 75 and 10 p.c.; No. 0, 80 p.c., and 1 and 2 basin cocks, 75 and 10 p.c.
Flatway stop and stop and waste cocks 70 p.c.; roundway, 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 55; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " ...... "	1 50
No 7 Fuller's...... .... "	2 00
No. 4½, " .... "	1 85
Patent Compression Cushion, basin cock, hot and cold, each..........	$1.25
Patent Compression Cushion, bath cock, No. 2208, each................	2 20

Square head brass cocks, 50; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—10 p.c.

LEAD PIPE.

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Size	Galvanized
¼ inch........	2 03	¼ inch........	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 55	¾ "	4 71
1 "	5 11	1 "	6 75
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 17
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 95
4 "	33 48	4 "	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 65; Standard bushings 60.; headers, 60; flanged unions 65, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 55 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb... .. 4 50 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½	per lb.	....	0 35
2-lb. or over	"	0 30	0 32

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping........................	0 18½	0 18

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 70 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)........	0 01
Sugar of lead...........	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 08
Chrome green "	....	0 09
French permanent green "	....	0 13
Signwriters' black "	....	0 15
Marine black, 25 lb. irons..........		0 04½

GLUE.

Domestic sheet, in barrels....	0 09½
French medal "	0 10

PARIS WHITE.

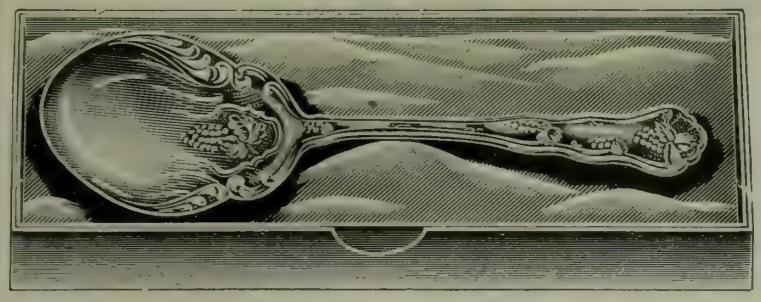
In bbls	1 00

PARIS GREEN.

Barrels........................	0 24½
25-lb. drums...........	0 25½

PIGMENTS.

Orange mineral, casks........	0 09
" " 100-lb. kegs	09½



XMAS GIFT GOODS

We manufacture a line of high-grade silver and plated ware peculiarly suitable for gift purposes. Cut shows our ***Grape Design Berry Spoon*** Silver and Gilt Bowls.

There is a guarantee back of all our goods.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 117 d'Youville Sq., Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints		1 60
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Pu e.	Ordinary
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 53 0 57
Linseed Oil, " raw	0 54 0 56
" " boiled	0 57 0 58

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 15	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 85	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto. List 30 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture extra		1 15
" No. 1		0 90
" union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps Brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Flattine floor finish, per gal		3 00
Elastica exterior finish, 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2.25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells 5 50 8 00
American, house bells, per lb. 0 35 0 40
Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " " "	1 05
2 Ply complete, per roll	1 25
3 " " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Cans and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 85 2 00
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000.	
Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net		7 25
" " 5-in. "		7 00
" " 6-in., "		6 75
" " 8-in., "		6 50
" " 10-in. and larger		6 25
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.		4 75
over 12 in. "		3 75
Crate hinges and back flaps, 65 and 5 p. c.		
Chest hinges and hinge hasps, 65 p.c.		

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

S. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 20	2 40
Solid "	1 50	1 75

SASH CORD.

Per lb	0 25	0 26

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	9 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz		0 65
Diamond, Shell, per doz		1 00
Nail and Spike, per gross		2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.		4 40
" " 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 00
Ivory, No. 1282, 2 foot, each.... ...... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz.......... $23 00
Iron, No 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English, ass skin, No. 921, 66 ft., doz. 2 85
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's, linen, No 1822, 66 ft. ea. 1 10
" steel No 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅜ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz. pairs.	
Stearns wood track	4 50	6 00
Zenith........................	....	9 00
Atlas, steel covered....... ...	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail................		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web.................. " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net.................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11½
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's......................... .... 0 13½
Berg's, per lb...... .... 0 12½
Brook's........................ .... 0 12½
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2..... ... 5 50
Saw Vise..................... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list)	
" " ⅜ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.......	60
Bolt Ends......................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint......	70 and 12½

Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4⅞c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 12½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger $3.50; snow pattern No. 1 and smaller. $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunk steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d...........................	3 80	3 25
3d...........................	2 85	2 95
4 and 5d....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs.,$3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges..................	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	[illegible]
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c.

SKATES AND HOCKEY STICKS.

Stan. skates, 37½ per cent.
Boker, hockey 30c.: spring, 40c upwards
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks $4.00 $6.00.
Pucks, net $1.50

CUTLERY AND SILVER-WARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's...........	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's..............	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

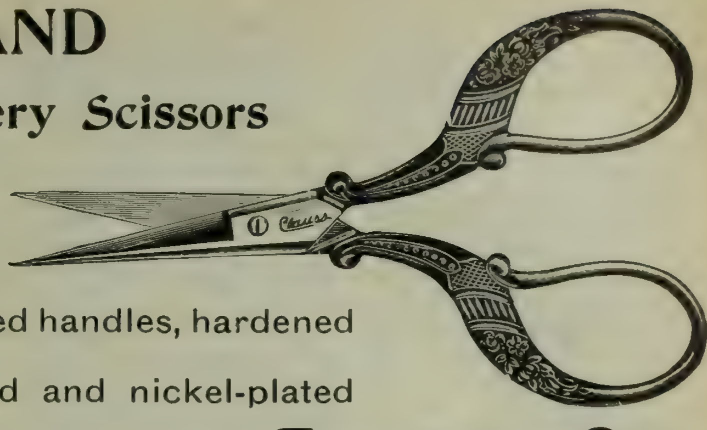
PLATED GOODS

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42⅔; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

CLAUSS BRAND

Fancy Oxidized Embroidery Scissors

FULLY WARRANTED



Hand forged from finest steel. Pressed handles, hardened in water.

Full crocus finish. Finely oxidized and nickel-plated

The Clauss Shear Co., :: :: Toronto, Ont.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 5J and 10 per cent.

HOUSE FURNISHINGS.

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 50 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.
Can openers, per doz..... 0 40 0 75
Mincing knives per doz 0 50 0 90
Duplex mouse traps, per doz.... 0 65
Potato mashers, wire, per doz... 0 60 0 70
" wood " .. 0 50 0 60
Vegetable slicers, per doz 2 25
Universal meat chopper No. 1.. .... 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 and 5 p.c.
Star A1 chopper 5 to 32 ..... 1 35 4 10
" " 100 to 103..... 1 35 2 00
Kitchen hooks, bright..... 0 60
Toasters, 50 p.c

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized..... " 1 87 3 85
King, wood..... " 2 75 2 90
King, glass..... " 4 00 4 50
All glass ..... " 0 50 0 90

METAL POLISH.

Tandem metal polish paste..... 6 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head..... 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 80
" No. 50, nickle-plated, " 0 85
" handles, japaned, per gross 8 40
Common, plain..... 4 25
" plated 5 50
Asbestos, per set..... 1 50

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3.35; 4 in., $4.45; 5 in., $6.00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary.....per 100 ft. 3 00

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, 25 per cent
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism · lobes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch..... " " 7 50
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz. 1 32
7-inch..... " 1 47
Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE.

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 50 Galvanized.... 2 75

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	[illegible]	[illegible]	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb..... .... 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE.

BROOMS.

Nelson's..... 2 25 3 65
" bamboo..... 2 95 3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case.... .... 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz..... $ 3 00
0 Tubs, " 14 00
1 " " 12 00
2 " 10 00
3 " " 8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

"Best" and "900" mops..... 1 25
Folding ironing boards.....12 00 16 50

REFRIGERATORS

Discount, 40 to 50 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 8 00
Common doors, 2 or 3 panel, grained only, 4-in., style.....per doz. 8 30
Common doors, 2 or 3 panel, light stair per doz..... 10 55

WASHING MACHINES.

Round, re-acting per doz. 60 00
Square " " 63 00
Eclipse, per doz 54 00
Dowswell " 39 00
New Century, per doz 75 00
Daisy..... 54 00
Stephenson..... 74 00

WOODEN PAILS.

Cane's wire hoop 2-hoop 1 90
" " 3-hoop ..... [illegible] 95

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. ... 35 00
Royal American, 11 in. " ... 35 00
Eze, 10 in., per doz 36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross 6 00 7 00
Best quality 10 00 12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M 2 25
Small heel ..... " 4 50

CARPET STRETCHERS.

American .....per doz. 1 00 1 50
Bullard's..... " 6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse .....per doz. 0 55 1 00
Axle..... " 0 22 0 33
Screw ..... " 0 22 1 00
Awning ..... " 0 35

PUMPS.

Canadian cistern 1 40
Canadian pitcher spout 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal..... 0 09½
Pure Manilla 0 12
"British" Manilla..... 0 10
Cotton, 3-16 inch and larger.....0 21 0 23
" 5-32 inch 0 25 0 27
" ¼ inch 0 25 0 28
Russia Deep Sea 0 16
Jute..... 0 09
Lath Yarn, single 0 08½
" double 0 09
Sisal bed cord, 48 feet.....per doz. 0 65
" " 60 feet..... " 0 80
" " 72 feet..... " 0 95

Twine.

Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" " 4-ply 0 29
Mattress twine per lb. 0 33 0 45
Staging " " 0 27 0 35

BINDER TWINE.

500 feet, sisal 0 08½
500 " standard 0 08½
550 " " manilla 0 09½
600 " " " 0 11½
650 " " " 0 13
Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita .....per lb. 0 25 0 37
Hindostan ..... " 0 06 0 10
" slip ..... " 0 18 0 20
" Axe..... " 0 10
Deer Creek..... " 0 10
Deerlick ..... " 0 25
" Axe ..... " 0 15
Lily white ..... " .... 0 [illegible]
Arkansas..... " 1 50
Water-of-Ayr ..... " 0 10
Scythe .....per gross 3 50 5 00
Grind, 40 to 200 lb., per ton....20 00 [illegible]
" under 40 lb., " .... [illegible]
" 200 lb. and over .... [illegible]

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Automobile Accessories.
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Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Box Strap
J. N. Warminton, Montreal.

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Clutch Nails.
J. N. Warminton, Montreal.

Coal Chutes.
Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.
Roper, J. H., Montreal, Que.
Marlin Firearms Co., New Haven, Conn.

Fire Escapes.
Manitoba Iron Works, Winnipeg, Man.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa
Lamplough, F. W., & Co., Montreal.
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
Butterworth & Co., Ottawa, Ont.
Down Draft Furnace Co., Galt, Ont.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Toronto Plate Glass Importing Co Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
The Grove Chemical Co. Ltd Bridge, Wigan, Lancs, Eng.

Hammocks
Nelson, H. W., & Co., Ltd., Toronto

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Schuchardt & Schutte, 91 Youville Sq., Montreal.

Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cutting Tools.
North Broe. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Ladders
Martin, S. B, Dalton, Ohio, U.S.A.

Lanterns
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Locks, Knobs, Escutcheons, etc
Peterborough Lock Mfg. Co., Peterborough, Ont.
National Hardware Co., Orillia, Ont.

Lumbering Tools.
Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.

Metals.
Abbott, Wm Montreal.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co, Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette Street, New York.
Montreal Rolling Mills, Montreal
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont
Wright, E. T., & Co. Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Tanks.
Bowser, S. F., & Co., Torono.

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Caverhill, Learmont & Co., Montreal
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Kerr Engine Co., Walkerville, Ont.
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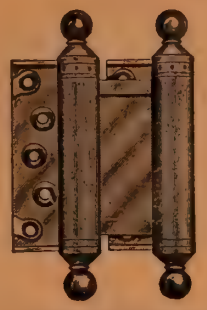

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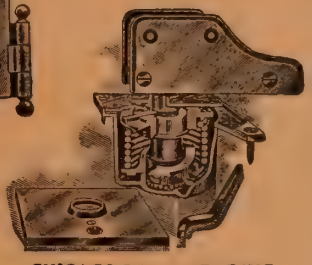

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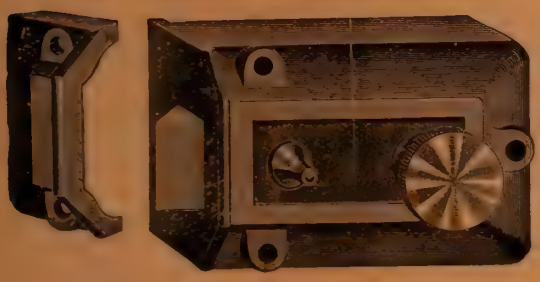

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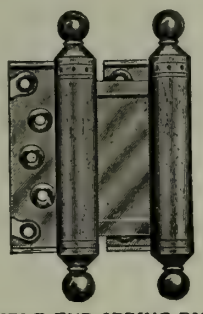

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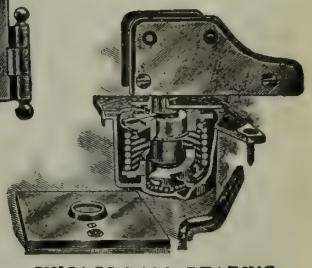

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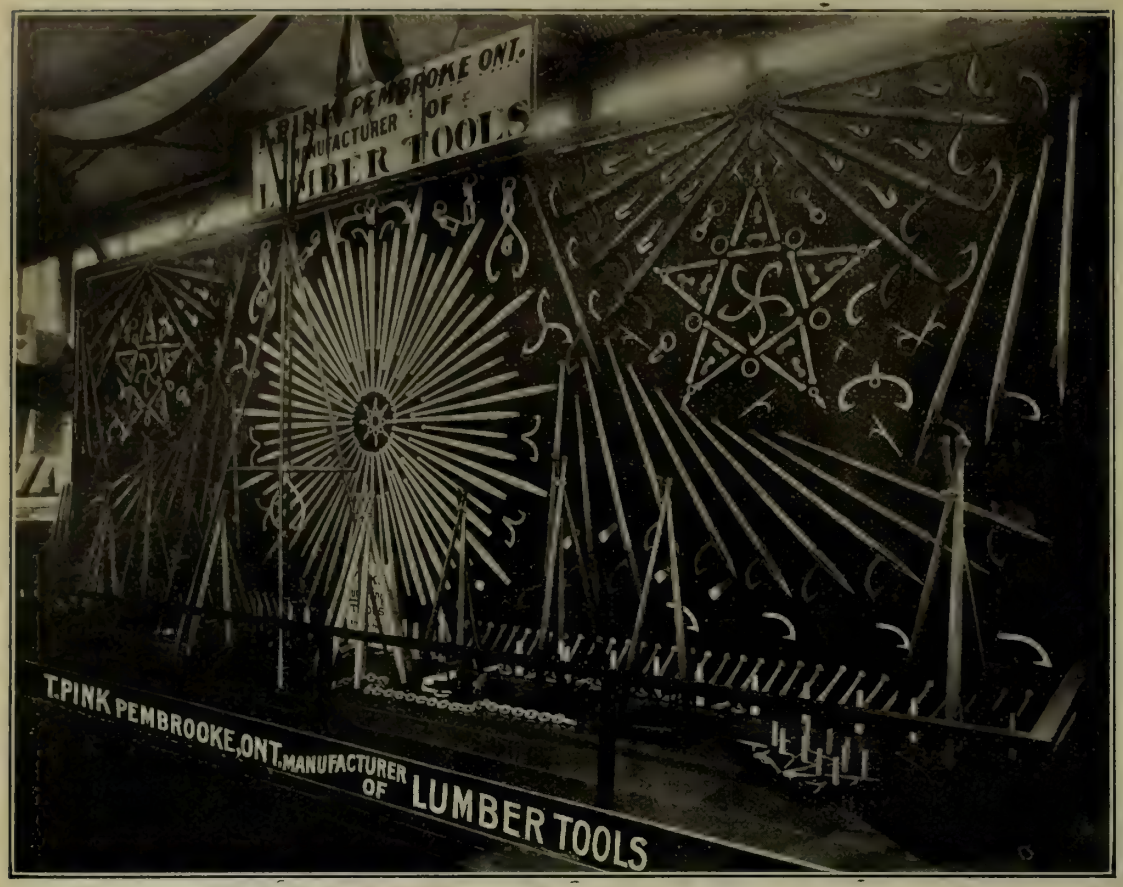

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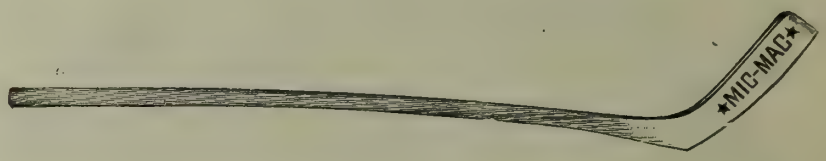

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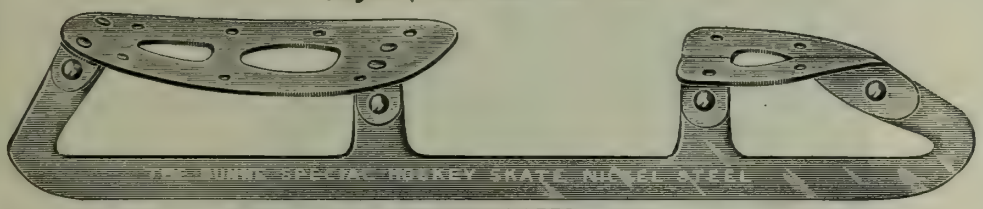

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Henry Boker, Starr and Dunne's.

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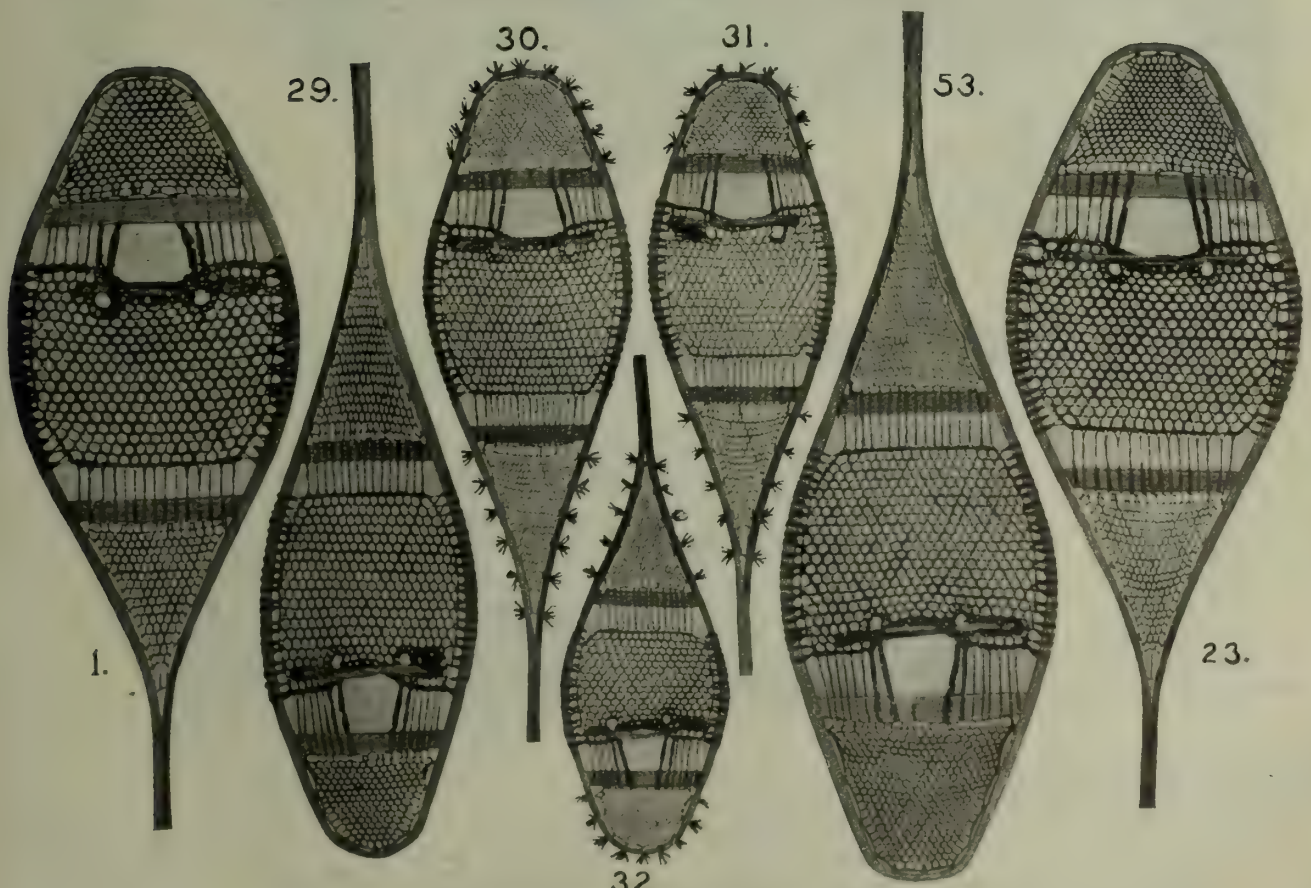

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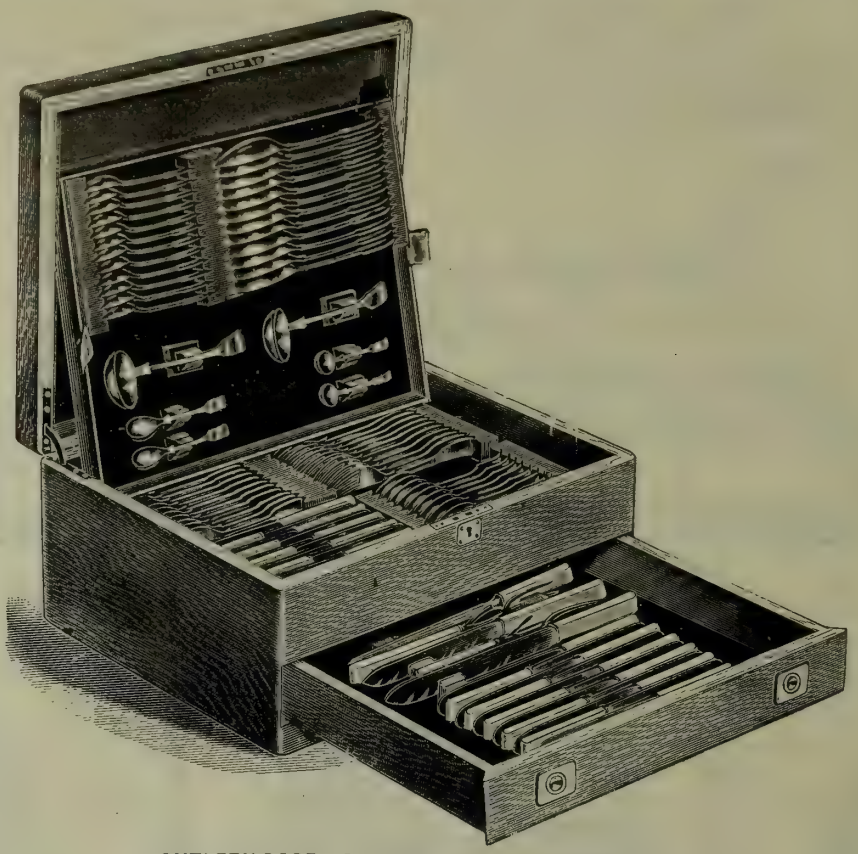

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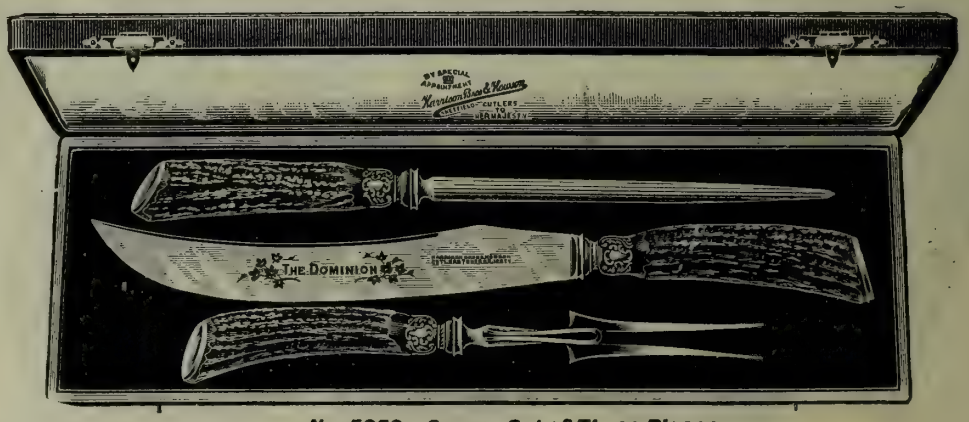

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We can quote you very attractive prices.
We are carrying one of the largest and finest stocks of Cutlery in the trade. You will buy when you see our prices.

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Wholesale Hardware and Iron Merchants

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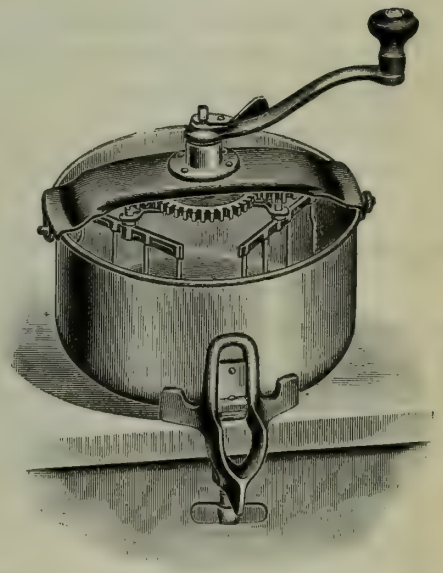
We have sold them since their introduction and the demand for them has been steady and increasing.

The number of "Universal" specialties is being added to constantly, and the new alcohol stove should be a good seller. It is a companion article to the Coffee Percolator but is useful for any work an alcohol stove will do.

Coffee Percolators in two styles, "Colonial" and "Empire." This one is "Colonial."

We have these goods in stock. If required in a hurry for your Christmas trade, telegraph us. We will ship at once.

The "Universal" Bread Maker in three sizes, 2, 4 and 8 loaves.



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The "Universal" Alcohol Stove for wood alcohol.

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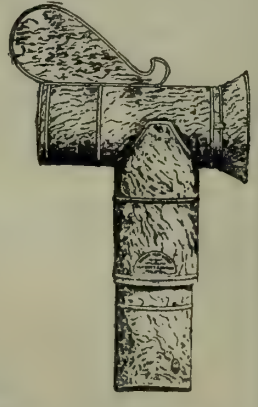
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



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Yours respectfully,

Sister Marie Pacifique, Gen. Eco.
Sisters of Ste. Anne.

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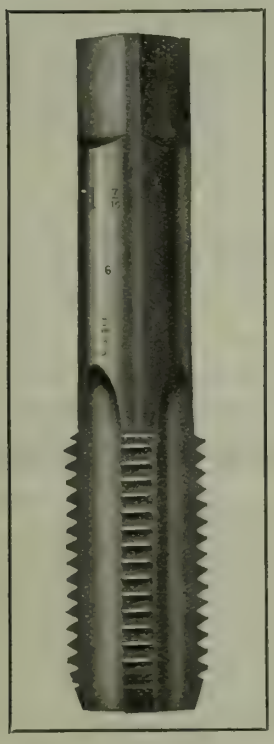
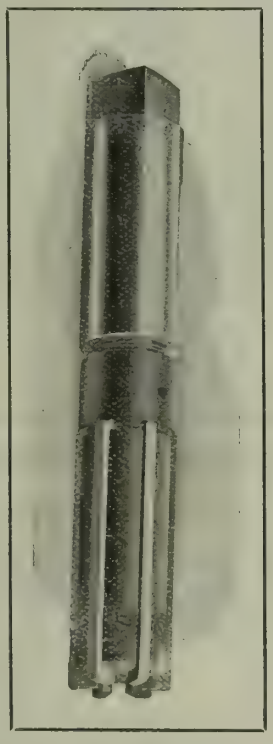




Pratt & Whitney Small Tools are standard in all machine shops throughout Canada, because—

THEY ARE WELL DESIGNED
THEY ARE WELL MADE
THEY WEAR WELL
THEY ARE ACCURATE

THERE ARE NO TOOLS MADE TO BEAT THEM.

Drills—Reamers—Punches—Ratchets—Taper Pins—Measuring Machines—Milling Cutters—etc.

SPECIAL TERMS TO DEALERS

SELLING AGENTS

The Canadian Fairbanks Co., Ltd.

444 St. James St.
MONTREAL

Toronto **St. John, N.B.** **Winnipeg** **Calgary** **Vancouver**

SEE THAT ALL **BUTT HINGES** YOU BUY

Bear the CRESCENT BRAND

Made In Bright Steel or Electro Plated

Our Finishes of Electro Plated in Planished or Polished

Antique Copper
Plain Bronze
Dull Brass
Bower-Barff
Antique Brass
Gun Metal
Bright Brass
Etc.

Our BRIGHT STEEL BUTTS are THE ONLY PERFECT BUTTS made in Canada.

SEND TO US IF YOUR DEALER WILL NOT SUPPLY YOU.

ALL STYLES ALL SIZES

CANADA STEEL GOODS CO., LIMITED

HAMILTON, ONTARIO

Leave Your Money in the Country Wherein You Expect to Make Yours

---

The

BUFFALO LINE

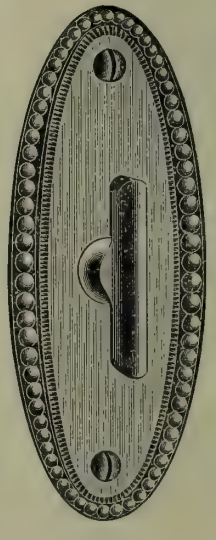
ought to be represented in your store because Buffalo goods are goods of the highest quality and attractiveness. They are made to sell and stay sold.

Water Filters **Water Coolers**
Chafing Dishes **Baking Dishes**
Candlesticks **Cuspidors**
Wine Coolers **Match Safes**
Crumb Trays and Scrapers
Table Kettles and Stands
Coffee Extractors **Nursery Chests**
Tea and Bar Urns **Bathroom Fixtures**
Coal Vases and Hods, etc.

Have you got our Catalogs ?
Write us for them to-day.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co., 51 Yonge St., Toronto



ROTARY STROKE ELECTRIC

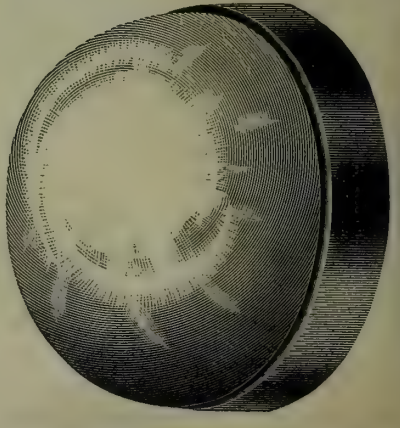
DOOR BELL and TURN

A very handsome, practical and saleable set.

This is only one of our many trade-catching door bell designs. Sold by all leading jobbers in the Dominion.

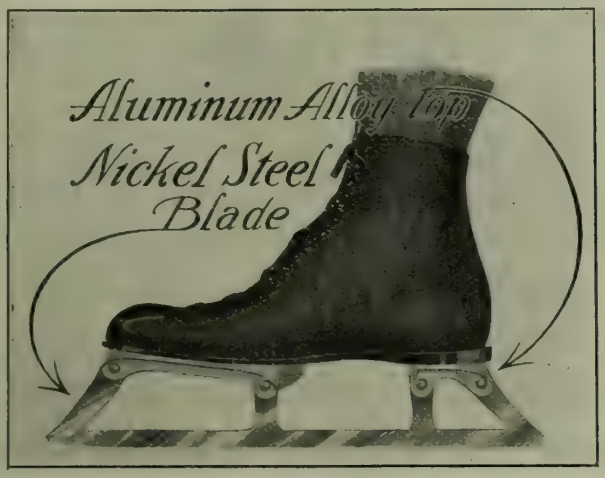
The BELLEVILLE HARDWARE CO., Limited

BELLEVILLE, - - ONTARIO



This excellent line is put up with **Bronze, Brass** or **Steel Turns, Steel** or **Bell Metal Gongs.** Also with **Cast Bronze, Brass** or **Iron Turns.** Our full list is very attractive

Travels on Its Shape



The Automobile Skate

Lighter by ounces than any other made—and stronger

The Automobile Skate is the best looking on the market, besides being lighter in weight and stronger than any other made.

You only need to display them to find ready customers. They carry our absolute guarantee for one year against breakage.

Write to us for Catalogues and the New Calendar, "Christmas Morning."

The Canada Cycle & Motor Co., Limited

Head Office and Works: TORONTO

A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1

No. 2

No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

Henry Boker's Skates

HOCKEY KING

The Unrivalled Hockey Skate of the 20th Century

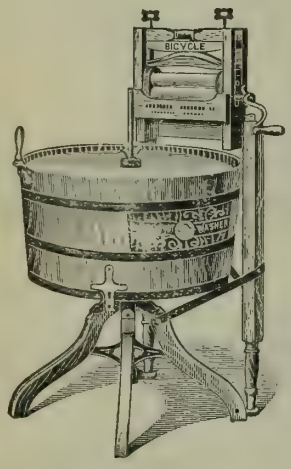
A glance at above cut will immediately convince skaters of the superiority of design of this skate, and that it is extensively imitated flatters the original.

Made of extra fine quality crucible tool steel narrow and well tempered. Perpendicular support. Making a very fast, light and neat skate. All material of the very best and finished superior throughout.

A BEAUTIFUL CHRISTMAS GIFT

B. TEST REG'D. **P.O. Box 366, Montreal, Can.**

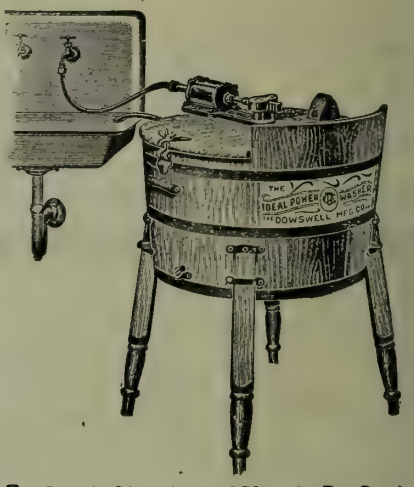
The NEW CENTURY WASHING MACHINE and its ONLY RIVAL



FOOD FOR THOUGHT

If you don't know The Dowswell line of **up-to-the-minute** Washing Machines, Wringers and Churns, you don't know all you ought to know about a good thing. Our Trade Mark is not a big thing to look at, but it is a mighty big thing to help tide over dull times.

THEY'RE SIMPLE and THEY'RE CERTAIN

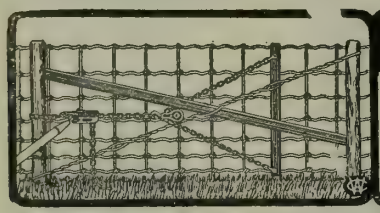


Perfectly Simple and Simply Perfect

The Dowswell Mfg. Co., Ltd.

HAMILTON, - ONT.

Agents:
W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.
Harry F. Moulden, 290 Carry St., Winnipeg, Man.



HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. **It's free.**

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. P. Hamilton, Ontario. **Winnipeg, Manitoba.**

THE FENCE WITH THE PEERLESS LOCK
WILL TURN ANY KIND OF STOCK

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

MEN WHO SELL THINGS

By Walter D. Moody.

This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods, for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of the Rut"; "How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 295 pages. Net, $1.00. By Mail, $1.10.

TECHNICAL BOOKS, 10 Front Street East, Toronto

Canada Screw Co., Limited, Hamilton Canada

Annealed Hay Baling and Oiled and Annealed Wire

We have a large stock of Nice, Soft Wire; also

Wire Nails, Wood Screws, Tacks, Iron and Copper Rivets and Burrs, Bright Wire Goods, Machine Screws; Bright, Coppered and Tinned Wire, Stove, Sink, Sleigh Shoe and Tire Bolts.

A Square Deal for the Dealer

Every man who ever handled goods on an agency basis knows how difficult and unprofitable it is to sell a customer who has been quoted wholesale prices. We reserve our wholesale prices for the Hardwareman. We don't "promise" to—we guarantee to do so.

Our "1909" Dealers' Agency Proposition

with which our salesmen are now out, is a binding agreement for our mutual benefit—yours and ours.

We agree to supply you with a high-grade line of goods at right prices and to protect you in territory and quotations, and you agree to use your effort to further their sale in your locality.

We are now appointing Agents for 1909 —get in touch with us.

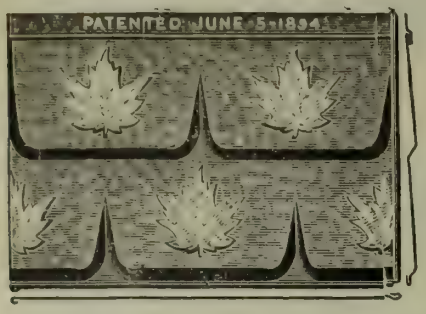
The Galt Art Metal Co., Ltd.
GALT - - ONTARIO

McDougall Pumps

are Standard Pumps for all purposes. The large variety we make ensures your customers ability to make choice, and the quality ensures satisfaction. "Aremacdee" is a guarantee.

The R. McDOUGALL CO. LIMITED
Galt, Canada

"Safe Lock" Galvanized Steel Shingles



There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market and is still the best. Get your prospects in line and then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal.

"We work with the trade."

The Metal Shingle and Siding Company, Limited

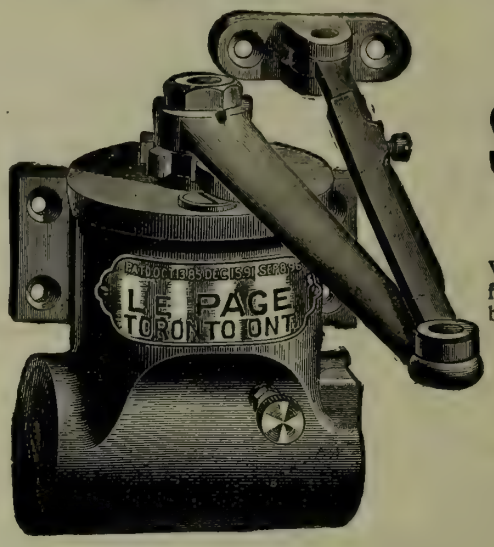
HEAD OFFICE and WORKS: PRESTON, ONT. BRANCH OFFICE and WORKS: MONTREAL

GENERAL SALES AGENTS

St. John, N.B.	Quebec	Toronto
Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
Winnipeg	**Calgary**	**Vancouver**
Clare & Brockest	Ellis & Grogan	Wm. N. O'Neil & Co.

Easy to Adjust—Always Satisfactory

LePage's Oil Door Check and Spring



We also manufacture an unbeatable line of

BOTTOM STOPS

It will pay you to write at once for our Price List

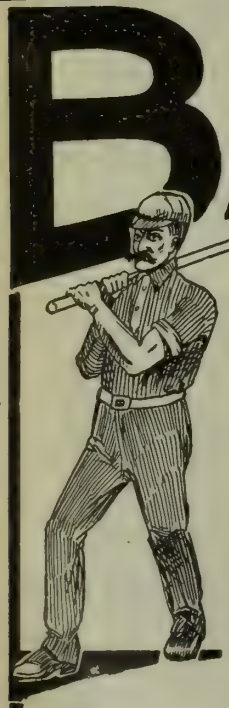
LePage Door Check Mfg. Co.

237 Lansdowne Ave., TORONTO

PHONE PARK 1086

WM. KEATING, Manager

BAR IRON



We guarantee every piece of London Bar Iron to be chemically perfect and properly rolled. You will never run a risk of displeasing a customer if you specialize on London Bars. Our prices are as low as we can make them.

Write us to-day for quotations.

LONDON ROLLING MILL CO., LIMITED.

LONDON — CANADA

MEN WHO SELL THINGS

By WALTER D. MOODY

If you have goods of any kind to sell and want to enlarge your selling capacity, read this new book for Salesmen, Manufacturers and Merchants. It is full of sane and stimulating suggestions and embodies the results of 20 years' study of the problems which confront the average seller of goods.

The Maxims of the book are:

How to get out of the rut,

How to increase the efficiency of your selling service,

How to encourage a higher standard of salesmanship on the part of your men or in yourself.

We will mail you a copy postpaid on receipt of $1.10.

TECHNICAL BOOKS

10 Front Street East, - TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

CEMENT.

THE HANOVER PORTLAND CEMENT CO., LTD.
Hanover, Ontario.
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

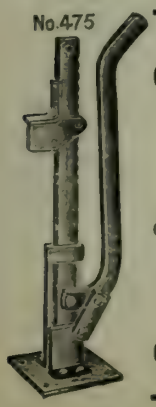
Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

CHECK BOOKS

"PLIC" BOOKS
For making carbon copies of your letters and orders.
Write for information.
The CARTER-CRUME CO., Limited
445-447 King St. W., Toronto, Ont.

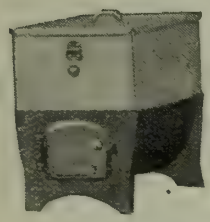
FLOOR SPRINGS.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St. - Birmingham



ALL STEEL
CARRIAGE and WAGON JACKS
CANNOT BE BROKEN
MINIMUM WEIGHT
MAXIMUM STRENGTH
Cost you less than other Jacks.
Adjust from 15 to 25 inches.
Easily operated.
ASK YOUR JOBBER FOR THEM.
Covert Mfg. Co., Troy, N.Y.

FOOD COOKERS



FOOD COOKER
Tank directly over fire heats quick with little fuel. Safe—can be placed anywhere a stove can. Very satisfactory. Used for many purposes. Prices low. write us.
The Steel Trough & Mach. Co. Ltd.
Tweed, - Ontario

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

SPECIALTIES FOR NOVEMBER
are: Asbestos Stove Pipe Thimbles, Gas Heating and Cooking Stoves Combined, Four Styles Heating Drums, Air Tight Heating Stoves, "Nestable," Four Styles Ash Sifters, Three Styles Toasters and other good specialties, all Hardware Stores.
THE COLLINS MFG. CO., TORONTO.

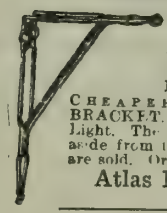
PULLEY BLOCKS & CARGO GINS.

IMPROVED CARGO GINS
LEAD AND HEEL BLOCKS
with Self-Oiler Sheaves, Steel Centres
DAVEY & CO.
88 West India Dock Road, London, Eng.

RIVETS & STEEL PRODUCTS

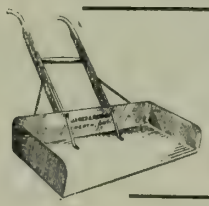
The PARMENTER & BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER. NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber
Atlas Mfg. Co., New Haven.

SKATING RINK SCRAPERS



SKATING RINK SCRAPERS
Will clean the ice off in half the time. Appreciated by rink managers everywhere.
JAMES & REID, Sole Mfrs.
Perth - - - Ont.

TOOLS.

OUR OFF-SET
TOOL HOLDERS
Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes. Right and Left Hand.
Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO U. S. A.

VENTILATOR

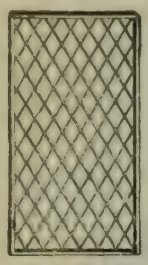
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

CRESCENT WIRE AND IRON WORKS.
Kingston, - Ontario
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.
PARTRIDGE & SONS, Proprietors.

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS, U.S.A.
GENERAL AND SPECIAL WIRE HARDWARE.
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

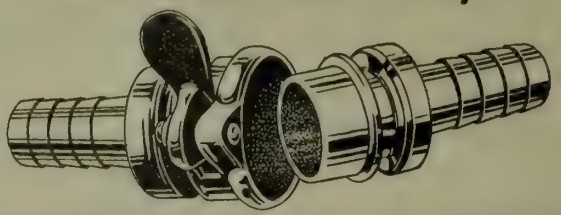
Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.

THIS IS A
Time Saver Hose Coupler



No threads to wear smooth. Washer in a place where it can't get lost. Just press the lever with your thumb and you make an absolutely water-tight coupling instantaneously.

Write for Description and Price List.

The Time Saving Coupler Co., Limited
166 Bay Street - - TORONTO, CANADA

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

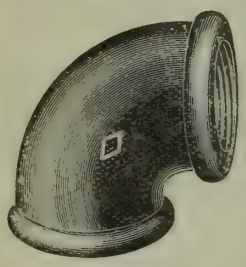
The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.



THIS IS WHY
you should handle only

"DIAMOND" Brand FITTINGS

We guarantee them to be perfect in material, in threading and in finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, - CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

Canada Foundry Company, Limited

14-16 KING STREET EAST

Montreal, Halifax, Ottawa, **TORONTO, Canada.** **Winnipeg, Vancouver, Rossland.**

MANUFACTURERS OF

Power Appliances of all Kinds

Complete Power Plants, Steam, Gas, or Electric.

The Ideal Duster

IS A MECHANICALLY CORRECT MOP HEAD

Scientifically constructed to close automatically with a firm—almost positive—grip, designed especially for dusting purposes, which, with a yard or two of ordinary cheese cloth

Solves the Polished-Floor Proposition

Supplied through the jobbing trade generally, through whom orders are solicited. For prompt shipments on the moment order through

WALTER WOODS & CO. } Hamilton
WOOD, VALLANCE & CO., }
and Montreal and Toronto Jobbers.

TARBOX BROS., Manfrs.
TORONTO, ONT.

British Depot, 2 Hope Chambers, Liverpool
Manfrs. of the Tarbox Self-wringing Mop, Tarbox Pillow-Sham Holders, Etc.

Hubbell
Pull Wall Socket
No. 35028.

Hubbell Pull Sockets

Have eclipsed all other sockets of varying degrees of merit by their widely acknowledged simplicity, durability, and ease of operation.

They are recognized as a necessity for first class residences, hotels and offices.

Write to us for information and prices.

THE R. E. T. PRINGLE COMPANY, LIMITED

Hubbell
Candelabra Pull Socket
No. 5455.

THERE'S MONEY FOR YOU IN

introducing to every woman in your neighborhood the washing machine that takes all the hard, back-breaking work out of wash day. That's

THE "PURITAN"

The roller gear, roller bearings and heavy balance wheel make it run very easily and smoothly. At each revolution the "dolly-board" makes a ¾ turn instead of the ½ turn of other machines, and does twice as much real rubbing. That's why it washes so quickly.

These points make the "PURITAN" a steady seller and a money-maker for you. Write us for booklet and prices.

DAVID MAXWELL & SONS - St. Mary's, Ont.

An Appropriate Christmas Gift

Have you selected your Xmas gifts yet? Why postpone it from day to day? Possibly you haven't decided what these gifts will be. If you wish a present which will not pass away with the season you cannot make a better selection than **A YEAR'S SUBSCRIPTION TO THE**

Busy Man's Magazine

Its monthly arrival will be a constant reminder. Each succeeding issue will mean a greater appreciation on the part of the recipient because each number will be read with increasing interest.

No more appropriate gift from employer to employee.

A beautiful Xmas Card, stating it is at your request the magazine is being sent, will be mailed along with a copy of the Xmas number, to any address so as to reach it on Christmas day. Fill out the enclosed form and mail it to us.

The Busy Man's Magazine,
10 Front Street East, Toronto.

_____ *1908*

Kindly forward the Busy Man's Magazine regularly, commencing with Xmas number, for one year to

Address _____

Enclosed is Two Dollars to pay for same.

Name _____

Address _____

Products That Sell In The Winter

Get ready for winter, before winter gets ready for you. Right now is the time to prepare for the demand—before the demand arises. No use in waiting until you have to turn customers away. Get ready **NOW.**

The demand for Clark Heaters is beginning. In every carriage, wagon, sleigh and automobile is a place for a Clark Heater.

The public will naturally ask for "Clark's," because they are made from best materials, have no soldered joints, no screws to get loose. Every joint is solidly riveted.

Clark Heaters and Clark Coal

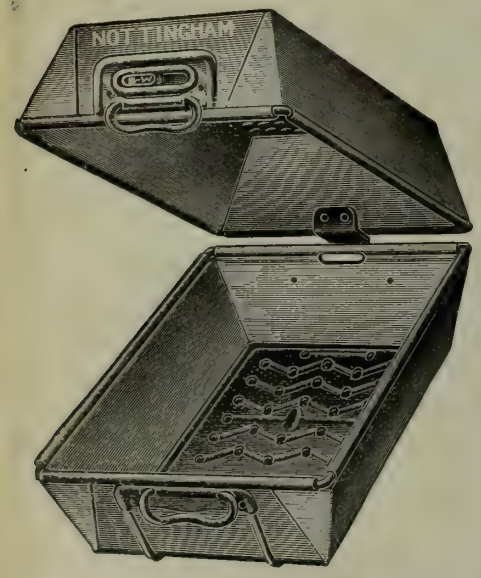
Clark Coal is a profit paying proposition. Unquestionably the King of Heater Fuels. We guarantee it to produce 25 per cent more heat than any other fuel made. Customers **buy** this coal—guarantee or no guarantee. ABC Coal is our second grade fuel. Guaranteed to be the equal of any made—excepting our Clark Coal. Prices are interesting.

Jobbers sell these—or write for 1908-1909 Catalog.

Chicago Flexible Shaft Co.

250 LaSalle Ave., Chicago

Liberal Advertising all the time makes Clark Products the Dealers' Line



Strong, durable and convenient, with false perforated bottom and ventilator.

E. T. WRIGHT & CO. - HAMILTON

When writing to advertisers, kindly mention having seen the advertisement in this paper.

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.

18 Victoria St. - TORONTO

'Phone Main 7363

HOW TO WRITE SIGNS, TICKETS AND POSTERS

BY PAUL N. HASLUCK

Practical handbook for the sign writer, giving concise information on the general principles of the craft. Contents are:—Formation of Letters, Stops, and Numerals; Sign Writer's Outfit; Making Sign Boards and Laying Ground Colors; Simpler Forms of Lettering; Shaded and Fancy Lettering; Painting a Sign Board; Ticket Writing; Poster Painting; Lettering with Gold, etc.

Price 50 Cents.

TECHNICAL BOOKS, - 10 Front Street East, TORONTO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

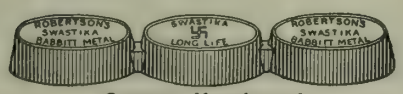
Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG  LIFE

Copper Hardened

BABBITT

Copper Hardened

LONG LIFE METALS

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb. ***Write for Booklet***

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

HAMILTON BRIDGE WORKS COMPANY, LTD.

Established 1872 at HAMILTON, CANADA.

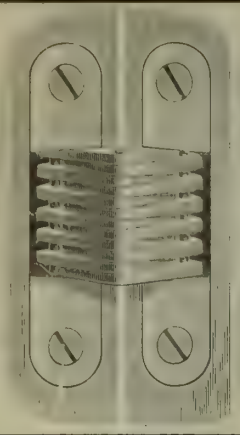
BRIDGES—RAILWAY and HIGHWAY

STRUCTURAL STEEL

5000 Tons of Steel in Stock

—BEAMS, ANGLES, CHANNELS, PLATES, ETC.

Manufacturers of **Locomotive Turn Tables, Roofs, Steel Buildings, and Structural Iron Work of all descriptions**



The Soss Invisible Hinge

is as great an improvement over the ordinary butt hinge as is the electric bulb over the tallow candle. It is applied to the same part of the door and jamb as the butt hinge, and is just as simple and easy to apply. It is being used almost exclusively by large manufacturers of book-cases, china cabinets, pianos, ladies' wardrobes, desks, etc.

Send for descriptive booklet

The Soss Invisible Hinge Co.
Limited
104 Bathurst St. - - Toronto, Can.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

Twenty-Five Dollars in Prizes to Hardware Merchants and Clerks.

With Christmas rapidly approaching merchants and clerks have their brains at work preparing plans and working out ideas for selling holiday goods. To encourage a spirit of friendly rivalry the editor of Hardware and Metal again offers a number of prizes for competition amongst hardware merchants and clerks in Canada as follows:

For the best selling window display shown in a city over 10,000 population, $5 in cash.

For the second and third best displays—two copies "Hardware Window Dressing," retailing at $5.

For the best display in a town or village under 10,000 population $5 in cash.

For the second and third best displays—two copies of "Hardware Window Dressing," retailing at $5.

For the most effective newspaper advertisement, $5 in cash.

Conditions.—Displays and advertisements must be of Christmas goods sold through hardware stores, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods and special holiday lines. The editor, with the help of capable judges, will decide the winners. Additional prizes will be given if entries of special merit are received, while in the absence of competition in any one section, the prizes will be transferred to another where the entries are more numerous. Photos, etc., should be mailed by Jan. 1, 1909.

Address "The Editor,"

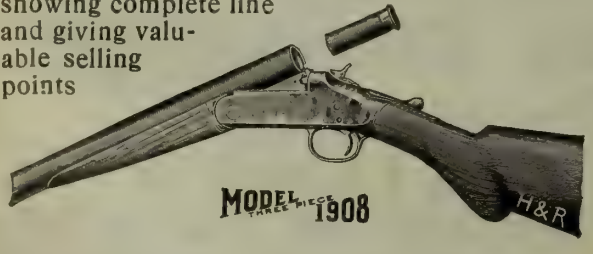
HARDWARE AND METAL
10 Front Street East, Toronto

H&R Guns and Revolvers

For over thirty-six years their superior shooting qualities accuracy and dependability have been universally recognized.

Sold the World Over

We want you to have our *new* catalog showing complete line and giving valuable selling points



Here is our three-piece gun, which we call Model 1908. Built on the same lines as our famous Model 1900 in 12, 16, 20 and 28 gauge. This new gun is taken down in the same manner as a double gun—by pulling off the snap fore end and unhooking the barrel from the frame.

Notice the Target Grip

Light, compact, durable. The first combination of a medium priced revolver with a *perfect full grip*. Prevents slipping and twisting—insures a secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in the shooting.

Harrington & Richardson Arms Co.
515 Park Avenue, Worcester, Mass.

SPECIAL SUNLIGHT

These wringers are made in two sizes, regular grade rolls, 10 inch and 11 inch long, enclosed cogs.

We have heard of some hardware dealers paying $3.25 per doz. more than our price on the 10 inch size.

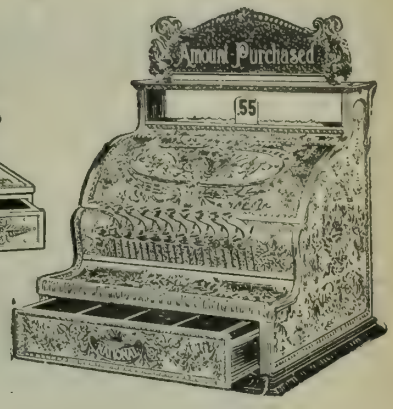
Better stick to the Canadian make Mr. Hardware Dealer. Better still, buy the Connor Wringers. They are the Simon Pure, good all the way through. Catalogue and price list on application.

J. H. CONNOR & SON, LIMITED

Manufacturers of Washing Machines and Wringers

OTTAWA, ONT.

They Pay!



Ask the Man Who Has One !

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.

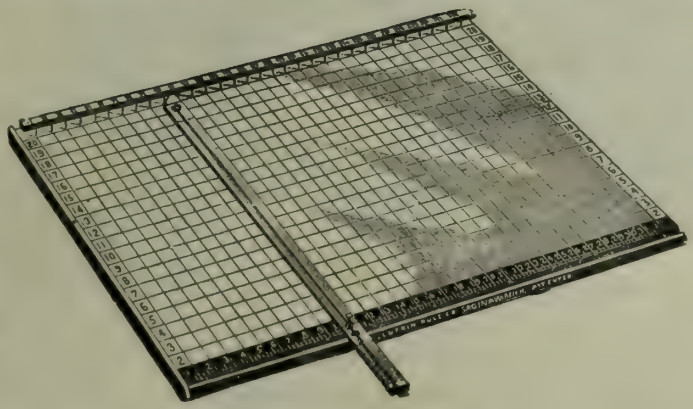
Corner Yonge St. and Wilton Ave., Toronto, Ont.

F. E. MUTTON, Canadian Manager

Perfection Glass Boards

Hardwaremen who are constantly cutting odd sizes will appreciate the advantages of the **Perfection Glass Board** for this purpose. It fills a long felt want—a perfect glasscutter's board. It insures accuracy, saves time, and prevents breakage.

Write for our catalogue containing full particulars and prices.



Our stocks of all kinds of **Glass** at our **Three Warehouses** are very complete, and place us in a position to fill all orders promptly. Mail orders for glass, other than manufactured, shipped same day as received.

SOLE CANADIAN AGENTS FOR

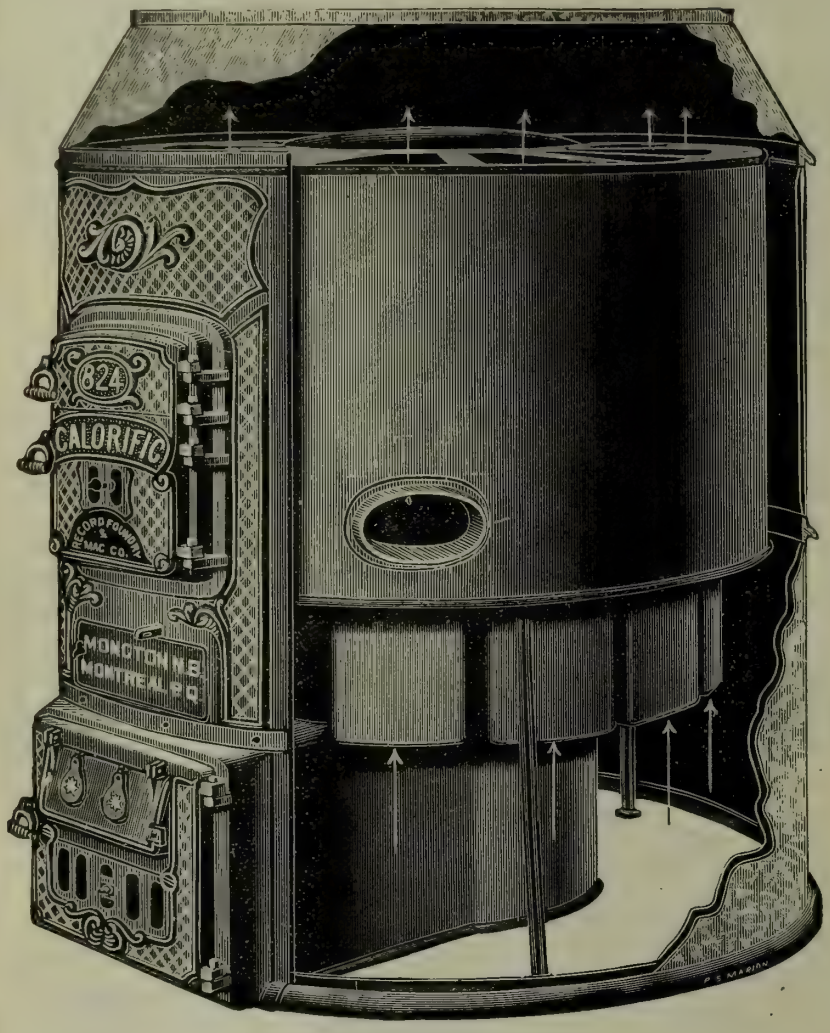
MAXIMUM LIGHT GLASS and CAT'S EYE GLASS

THE HOBBS MANUFACTURING CO., Ltd.

Factories and Warehouses :

TORONTO **LONDON** **WINNIPEG**

If You Want to Make Your Stove and Furnace Business Last Use Record Stoves and Furnaces First.



Our Furnaces and Stoves are built to the hour. They are all new and are powerful, perfect workers, whatever is new and modern in Furnace making has been considered in the planning and building of this Furnace. Note the points.

Figure out the radiation on this Furnace and you will never question which is the best Furnace to buy.

The tubes are cast iron taking air from around the fire pot and passing air to be heated over the top of the fire. The hottest part of the Furnace.

The joints are all cup joints mounted with asbestos rope and salamander cement. We warrant them to be permanently gas and dust tight. The doors are large and well fitted. Castings are heavy. Fire pots are straight. Furnace is low down so you can get it into any cellar.

Use Record Furnaces and you will soon have many satisfied customers and money in the bank.

Write to-day for terms.

We have a heating book, telling our system that will put money in your pocket. To-day is the day to write.

Then the conclusion of all this is that when you sell a customer Record Stoves or Furnaces you make him a permanent one. How? First you sell him an article of quality, one that will please and satisfy him, one that he will tell his friends and neighbors about, not only tell them about it but tell them where he bought it. Our goods never fail to make permanent customers. All the qualities are so easy to explain, and our name is behind every one with a guarantee that keeps you from falling down.

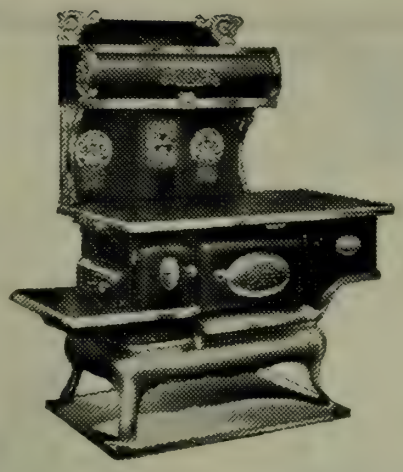
We are known from the Atlantic to the Pacifc.

Why not be progressive and handle the lines the people want?

Record Foundry and Machine Co., Ltd.

Montreal, P.Q. and Moncton, N.B.

Sales Agencies at : Toronto Winnipeg Calgary Vancouver and St. Johns, Nfld.



Handsome—Efficient—Economical

THE

EMPIRE QUEEN RANGE

Built to give permanent satisfaction to its users—whose name is legion.

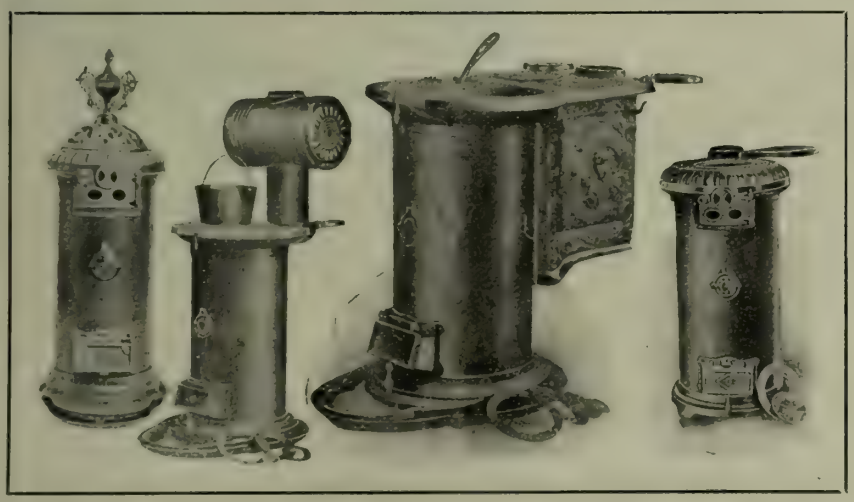
There isn't another iron range on the market equal to it. It is equipped with the latest Duplex Grates, with separate grates for wood, simple and easily interchangeable. A special baking draft forces heat twice around the oven. Castings are smooth, well proportioned and flawless. The deep ashpit is so constructed that no ashes can fall outside the ash-pan. Easily cleanable, handsome nickle trimmings. The Empire Queen heats water quicker than any other range on the market. Made in eight sizes.

Price List Gladly Sent Upon Request.

Canadian Heating and Ventilating Co., Limited

OWEN SOUND - ONTARIO

Selling Agents: Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man. Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.



Improved Tortoise

Our line of Tortoise Stoves is recognized by the trade to be the **most complete** on the market.

With Shaking Grate or lined with brick from top to bottom

We are now making the Nos. 3 and 4 sizes with grate and are ready to supply any of the line as illustrated above in these two sizes excepting the low oven.

THE JAMES SMART MFG. CO., Limited

BROCKVILLE, ONTARIO

A Happy Home

A School-boy was asked to draw a picture of a home and he produced the outline shown herewith.

Next, he was instructed to draw in that which would give the home life and he outlined a "human face."

Then the boy was requested to add what he thought would make the home comfortable, and he pasted in a likeness of a "Sask-Alta" Range.

The teacher now inquired what the boy would call his total production. The answer was, **"The chimney will tell you."**

There are some homes in your town where "Sask-Alta" Beauty, Efficiency and General Excellence would be appreciated. Will you put a sample Range on your floor and allow us to sell it for you?

McClary's London Toronto Montreal Winnipeg Vancouver St. John Hamilton Calgary

The Range That Sells Best Is the "Bakes"

Imperial Oxford "100" Series

¶ Offer the Imperial Oxford to your community with the definite warranty that it will give BETTER baking results than any other range made. That alone will go a long way toward selling this high-class range.

The Design

And its very looks will sell it—its design, its finish, appeal powerfully to people who regard the ordinary range as inartistic. The dignified beauty of the Imperial Oxford is in striking contrast.

Your Profit

If you are in time to get the Gurney agency in your town, your profits are surer, as well as easier got, because the Gurney selling-help really aids live dealers to get the cream of the business.

Write us about it.

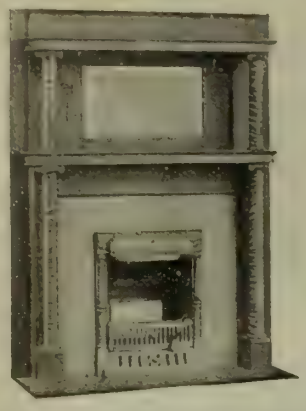
Your Repute

With the Imperial Oxford and the other Gurney up-to-dates on your floor, your store will stand head and shoulders above rivalry, because you will then have a line more complete and more improved than competition can show.

THIS is the range for the dealer who wants the better class of business. Of course the Gurney line includes cheaper ranges, too. Wouldn't it pay you to get the catalog and enquire about the agency?

The Gurney Foundry Co., Limited

Toronto Montreal Ottawa London Hamilton Winnipeg Edmonton Vancouver



You Can Easily Sell Our

MANTELS and FIXTURES

Our line is high grade and attractive; while our prices are down to that point where there is an excellent profit for you.

Send for our list to-day

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ontario

Mantels, Grates, Tiles, Fire-Place Furnishings, Mosaics, Etc.

SOMETHING NEW IN FENCE

The "Leader" Woven Wire Fence does not bow or sag when erected. It is made of all No. 9 hard galvanized wire, with double-grip lock.

GATES, WIRE and FENCE SUPPLIES

Hardware Merchants wanted to handle our Goods.

LEADER FENCE

Frame & Hay Fence Co., Ltd., Stratford, Ont.

Something for Everybody

The really well stocked Hardware Store is a place where various articles may be had in variety of grades to suit a variety of pockets. So with us. Our line of Refrigerators is quite extensive enough to suit the needs of a variety of persons wanting a good refrigerator. Size and trimmings make the difference in grade and price; but there is no variation in Sanderson-Harold quality. Every one of our Refrigerators is honestly built of honest materials, guaranteed to be easy to clean, perfect in refrigeration and extremely economical on ice.

Our catalog will interest you. Send for a copy to-day.

The Sanderson - Harold Co., Limited

Paris, Ontario

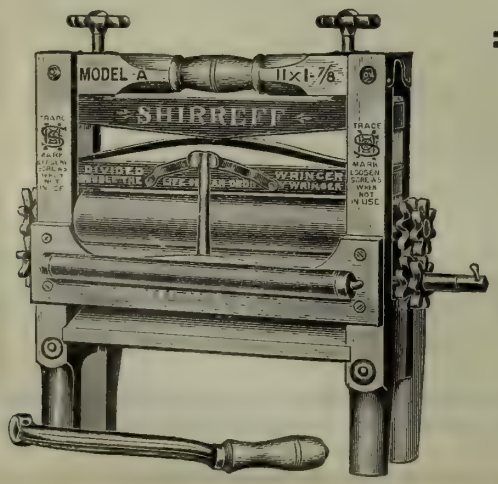
A Wringer that will last twice as long as others

Shirreff's Divided Wringer is built with a removable dividing bar which causes the rubber rollers to be used along their whole surface instead of in the center only as on ordinary wringers. You can readily see that this feature gives Shirreff's Divided Wringer double the life of an ordinary wringer.

Write for Prices and Discounts.

Shirreff Mfg. Co., Limited

Brockville, - - Ontario



THE LARGEST

HOCKEY STICK

Manufacturer in Canada

The BEST and CHEAPEST Stick on the market.

Salyerd's Special

Takes the lead through Canada and the United States.

Wholesale and Jobbing Trade only supplied.

Manufactured by

E. B. SALYERDS,

Preston, Ont., Can.

Please note the address.

A Basis of Success

By Henry Clews, the New York Financier

A WISELY advertised product gives its sponsors credit standing. For confidence makes credit; and knowledge is absolutely necessary to confidence.

Big advertising looks like big sales; it familiarizes; it unconsciously creates trust.

Beyond all question of doubt, the greatest force working in the interest of credit to-day is publicity.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

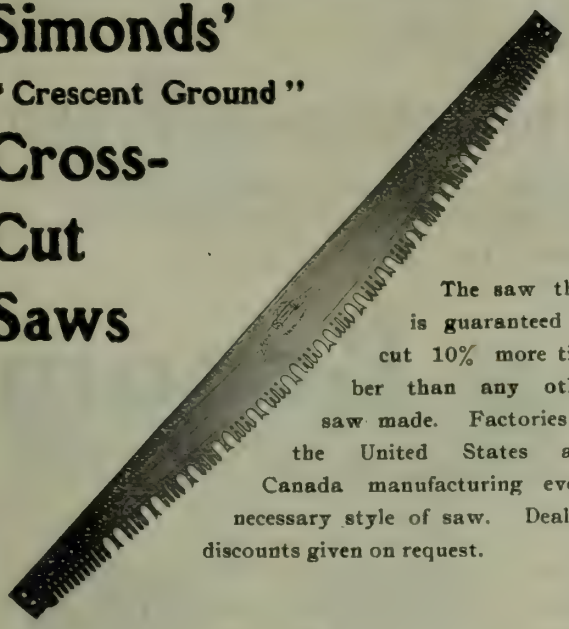
Write for prices ***Prompt shipment.***

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Vancouver, B.C. St. John, N.B.

Bone Cutters

This is a favorite size. We make other sizes, from

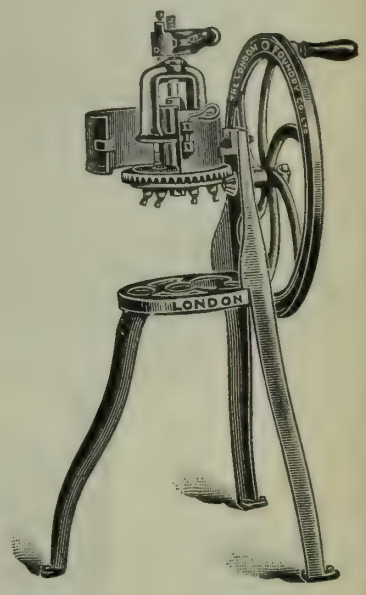
Small Hand

to

Large Power Machine

These are Fall and Winter goods

A sample kept in your store will sell many of them.

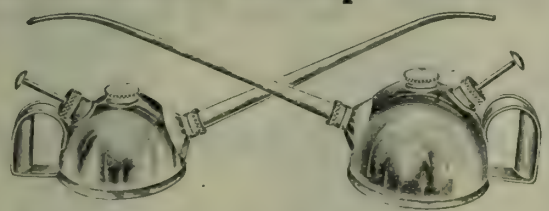


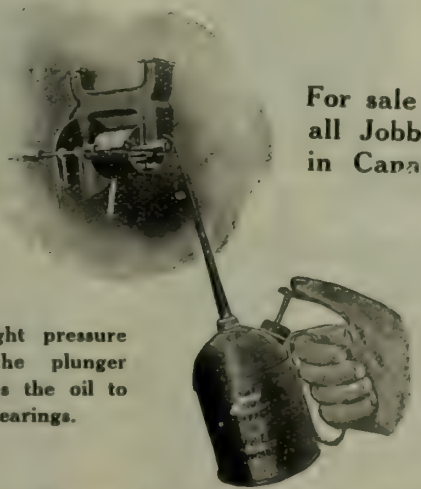
Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Howland Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U. S. A.

Established 1820

F. JOYCE & CO., LTD., LONDON, ENG.

ears and Years of Work Towards Perfection

has made OUR ammunition superior to ALL others. It is easy to say but we can prove that. ECONOMY IN MANUFACTURE, the sifted experience of generations enables us to lay down at your store CARTRIDGES that give you a BETTER profit and YOUR CUSTOMERS a BETTER product. REMEMBER

WALTHAMS, IDEALS, NITROS and BALLISTITES are all GUARANTEED.

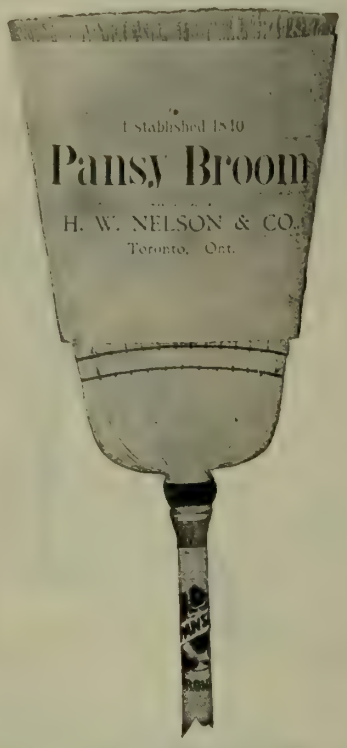
To a BRAINY man of business sense, that settles all argument.

MADE FOR ALL STANDARD GUNS

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

For F. JOYCE & CO., LONDON, ENG.

ESTABLISHED A.D. 1840



Knowing Housekeepers Prefer

a broom that will grip the floor right and remove the dust properly without being too heavy. A heavy broom will soon tire any woman. The

Pansy Broom

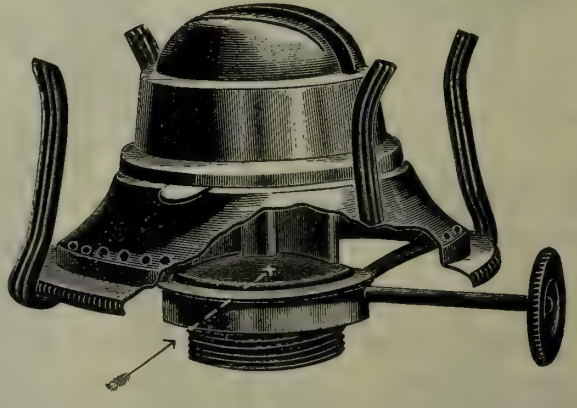
is just the thing. It weighs less than many brooms, but is full size for all that. It is made from the finest broom corn obtainable in its bright, natural color. It has light, but very strong maple handle and comes in an attractive individual wrapper. We can give you better value in brooms than you can get anywhere else; and the best value of all is the Pansy.

H. W. Nelson & Co., Ltd.
T O R O N T O

TALKING POINTS FOR DEALERS

WELL WORTH CONSIDERING

On our BANNER, CANADA, ONTARIO and HICONE Lamp Burners



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire.

OURS DON'T

Manufactured by

ONTARIO LANTERN & LAMP CO., Limited, HAMILTON, ONT.

The Robert Ryan Company

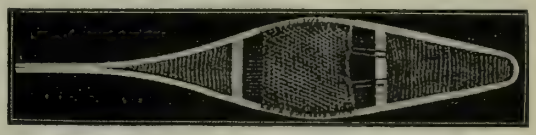
Manufacturers of

Gloves, Mitts, Moccasins, Snowshoes, Etc.

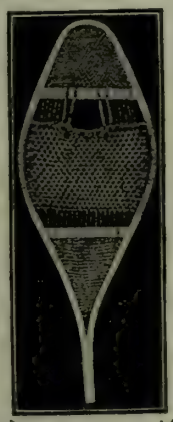
Three Rivers, : : : QUEBEC

Snowshoes noted for quality and durability. Frames made from second growth white ash; tightly laced, clear gut.

No. 54, 12 x 60



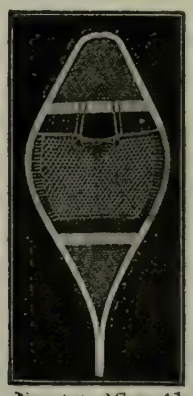
No. 53, 12 x 60



No. 56, 16 x 44

No. 42, 12 x 42

No. 41, 12 x 42



No. 50, 17 x 41

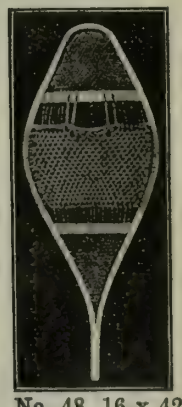
No. 47, 9 x 30

No. 40, 14 x 42

No. 55, 16 x 40

No. 57, 15 x 42

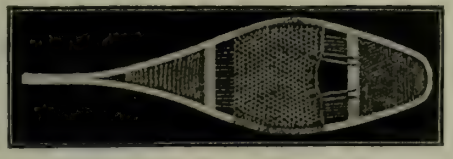
No. 51, 18 x 44



No. 48, 16 x 42

No. 45, 10 x 33

No. 43, 11 x 36



Illustrated Card and Price List upon request.

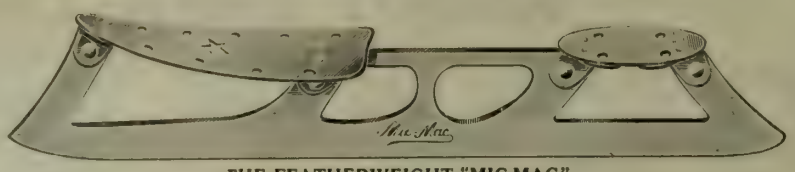
Get Ready for the Demand Now.

No. 44, 11 x 36

No. 46, 10 x 33

The "Mic-Mac"

Owing to its great popularity the "Featherweight Mic-Mac" is being imitated. THERE IS ONLY ONE GENUINE "FEATHERWEIGHT" and that is the FEATHERWEIGHT MIC-MAC Hockey Skate made by this Company.



THE FEATHERWEIGHT "MIC-MAC"
(Copyrighted)

When you are stocking Hockey Skates see that you get the genuine "FEATHERWEIGHT MIC-MAC." The "Mic-Mac" is a popular skate with hockeyists both in Canada and United States.

Manufactured only by The

Starr Manufacturing Co., Ltd.

DARTMOUTH, N.S. Canada

Branch—126 Wellington St., W., TORONTO, ONT.

Lee & Underhill, 98 Chambers St., New York, United States Agents.

The "Western" Slop Pail

A Modern Sanitary Pattern

CAPACITY—16 QUARTS

Strongly made and attractively neat in appearance. Cannot leak, as body is made entirely seamless, with an extra heavy coat of galvanizing, and is finished by being neatly banded with stripes of bright red.

Can be sold either with or without commode attachment

Ask our travellers about it and try a sample dozen

You'll find them trade winners

MADE BY

The Thos. Davidson Manufacturing Co., Limited

Montreal and Winnipeg

Christmas Competitions

Open to Hardware Merchants and Clerks

Window Dressing Contest

With a view to encouraging a greater interest in holiday advertising by special Christmas Displays Hardware and Metal again offers prizes for a Holiday Window Dressing Contest. Following last year's precedent, which proved so successful, contestants will be divided into two classes:

1. For the best selling window display shown in a city over 10,000 population.

2. For the best selling window in towns or villages under 10,000 population.

Six Prizes Offered

In each case there will be three prizes as follows:

1st, $5 in cash; 2nd, a copy of "Hardware Window Dressing" (prepaid $2.50), and 3rd, same as 2nd prize—making in all six prizes totalling in value to $20.

To enter the contest send us a clear photo of one or more of your Christmas windows, with a description and the name of the person who arranged the display. Photos should be mailed us by Dec. 31.

Address the photo to "The Editor," Hardware and Metal, 10 Front Street East, Toronto, and mark it "Christmas Window Dressing Contest."

Advertising Contest

A regular department in this paper is devoted to giving suggestions regarding "Effective Hardware Advertising." We emphasize the fact that the local newspapers are the best medium for hardwaremen to use. To find out what effect these articles have had and to further stimulate the use of this method, which we consider most important for hardware merchants, a Christmas advertisement contest is again announced.

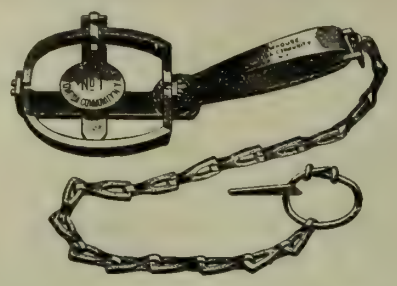
$5.00 for Best Ad.

All up-to-date merchants use newspaper space liberally during the Christmas season with a view to booming holiday trade. We want to get copies of these advertisements. The advertisement submitted should be about Christmas goods sold through hardware stores, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods or other holiday lines. All that is necessary is to forward one or more clippings from your local paper to us, with the name of the writer of the advertisement. The award will be made by an advertising specialist and will be announced, with a reproduction of the prize ad., shortly after the close of the contest. All entries should be mailed not later than Dec. 31.

Advertisements should be marked "Advertising Contest," and addressed to "The Editor," Hardware and Metal, 10 Front Street East, Toronto.

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **A Genuine Newhouse** trap will hold the game and earn its extra cost several times in a season.



NEWHOUSE STEEL TRAPS ARE ABSOLUTELY GUARANTEED

Made since 1848 by

Oneida Community, Limited

Write for Catalogue NIAGARA FALLS, ONT.

Agent Wanted

Old established cutlery manufacturer, of Solingen, Germany, having had dealings with Canada for more than 30 years, requires energetic agent with a thorough knowledge of the article, and good connections with all the leading wholesale houses, as

Cutlery Agency

Sole Agent for the Dominion

Wanted—A person regularly visiting all the principal places of the country.

Write full particulars to No. 2915, Hardware & Metal, Montreal

Disston **Saws**

The largest Saw Manufacturing Plant in the World and its Trade Mark—EMBLEMATIC of the Principle upon which the High Reputation for Quality, Workmanship and Utility has been built

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

UNITED STATES
STEEL PRODUCTS EXPORT CO.
MONTREAL, QUEBEC

EXPORTERS OF THE PRODUCTS OF

CARNEGIE STEEL CO.
LORAIN STEEL CO.
AMERICAN BRIDGE CO.

ILLINOIS STEEL CO.
NATIONAL TUBE CO.
WESTERN TUBE CO.

AMERICAN STEEL & WIRE CO.
TENNESSEE COAL & IRON CO.

STEEL PRODUCTS OF EVERY DESCRIPTION

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West
TORONTO

BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.

Dominion Cartridge Company, Limited, Montreal

KEMP'S

Patent Steam Cereal Cooker ***Improved Steam Cereal Cooker***

Retinned Covers

So many people say they cannot eat oatmeal, but Kemp's Steam Cereal Cooker helps over the difficulty. The kernels are expanded by the steam circulating over them, making them tender, delicious and readily digested.

The inner dish is provided with a bail. The cover fits both inner and outer dishes so that the latter can also be used as a sauce pan.

Nos.	103	105	135
Quarts (Inside Dish)	3	5	3 and 5
Per Dozen	$20.00	$22.00	$27.00
Case Lots, Dozen	1	1	1

Nos.	104	106	108
Pints (Inside Dish)	4	6	8
Per Dozen	$13.50	$17.50	$22.00
Case Lots, Dozen	1	1	1

WRITE FOR DISCOUNT.

KEMP MANUFACTURING CO.

Corner Gerrard and River Streets, Toronto, Canada

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Window and Interior Display

MAKE THE STORE ATTRACTIVE.

Adequate methods of preparation for the business of the holiday season are absolutely necessary. There is little use of merchants endeavoring to console themselves or satisfy themselves by saying that to sell Christmas goods there is no need of an elaborate publicity campaign, either by interior and window display, or through the daily and weekly newspapers, because the "giving" spirit in the buying public is so active that it is a positive certainty that they will buy the goods.

Although the reason given for their lassitude is quite plausible, it isn't rational. Just because the people are sure to buy Christmas goods is no reason why a hardware dealer should be so confident that he will enjoy their patronage without soliciting it.

As the competitive spirit has become so universal and so merciless, the hardware merchant will find it imperative that he make strenuous endeavors to convince the buying public of the superiority of his goods if he hopes to maintain his business.

The first thing to do is to carefully inspect invoices and order sheets to ascertain whether the necessary goods have been ordered, and in sufficient quantity, and, second, to remind the jobbers and factories of your desire to have the goods delivered promptly.

Most retail dealers have already placed orders with their jobbers and manufactories. It is apparent, however, that a few retailers are always dilatory and behind time. To prevent the annoyance and disadvantage of late deliveries both classes of dealers should see to it at once that they get assurance from the wholesalers that their goods will be delivered without further delay.

The second thing to do is to remove goods, although seasonable, to less prominent positions in the store, to make room for the Christmas goods, such as cutlery, hockey skates and sticks, enamelware and curlers' and snowshoers' supplies, which will be in demand during December and the early part of January.

It will also be both appropriate and profitable to decorate their stores with evergreens, holly, and attractively designed and arranged lights. Everything that is calculated to increase the attractive power of your store, and thereby increase the possibility of increasing your sales, in gaining new patrons and securing them for future patronage, should without the slightest hesitation be done.

Then comes the arrangement of the Christmas goods. To array these in the most attractive and sales-effecting way possible is essential to the success of the holiday season's business.

With care and the exercise of discrimination in the selection of the most brilliant goods, such as cutlery, a very bright and beautiful window display can be arranged. A circular display of cutlery in the window usually proves very effective, and the introduction of evergreens suspended from the top of the window adds much to its beauty.

As the lines of attractive Christmas goods are somewhat limited, it is rather difficult to make an effective interior display. The only and perhaps the most appropriate method, would be to suspend in graceful lines evergreens with bunches of holly intertwined.

HOLIDAY WINDOW AT CALGARY.

A. R. Auger, manager of the C. F. Comer estate store at Calgary, is a man of ideas in window display, one of his best efforts having been presented to readers of Hardware and Metal a couple of years ago when he was running a store at Okatoks, Alberta. Last Christmas he put in a neat display at Calgary and though the windows are small and the reflections rather glaring, the display was a good one and brought good results.

There is a large bell hanging from the ceiling about the centre of the window and draped from this to the four outside edges of the ceiling are all kinds of pocket and jack knives, numbering over four hundred. In one end was a large mantle with a clock in the top and gas logs burning in the hearth. The back was draped from the ceiling with scissors and razors of every description, with a row of plate mirrors across the back 36 inches high, and the shelf on top of this with plated tea and coffee pots, the bottom was covered with white flannelette with raises here and there all over it, and on this were all kinds of carvers, knives and forks, manicure sets, scissors, etc., in cases, and all kinds of flat silverware, including berry spoons, sugar shells, nut cracks, meat forks, coffee spoons, tea spoons, dessert spoons and soup spoons. The whole interior window, above and below, was draped with sprigs of holly and the window was lighted with two large gas lights above, with a number of incandescent electric lights in different places in the back and end of the window.

Holiday Display Arranged a Year Ago by A. R. Auger, Calgary.

A REVOLVING CHRISTMAS TREE.

There is nothing more impressive at Christmas time than a revolving Christmas tree, lighted by electric lamps. A simple, yet inexpensive way of arranging a revolving Christmas tree, that will not upset and is easy to put up and take down year after year, is shown in the accompanying sketches from the Scientific American. The initial cost is the only one except the recharging of the batteries every year, which can be done from an ordinary lamp socket, using a number of lamps as a rheostat.

First locate in the ceiling, at the selected place for the tree, a beam or lath, and with the point of a sharp knife cut out a V in the ceiling paper, and bend the point of the paper to one side. Into this exposed part of the ceiling screw a hook about 3-16-inch in diameter. To this the tree is hung as hereinafter described. When the tree is taken down and the hook unscrewed, the V-shaped piece of paper may be pasted back to cover the hole and leave no marks in the ceiling.

The inside or stationary part of an old bicycle pedal is fastened to the above-mentioned hook. To the outer or revolving part are secured two wires about 12-gauge and 2 feet long. These wires

Wiring of Revolving Tree.

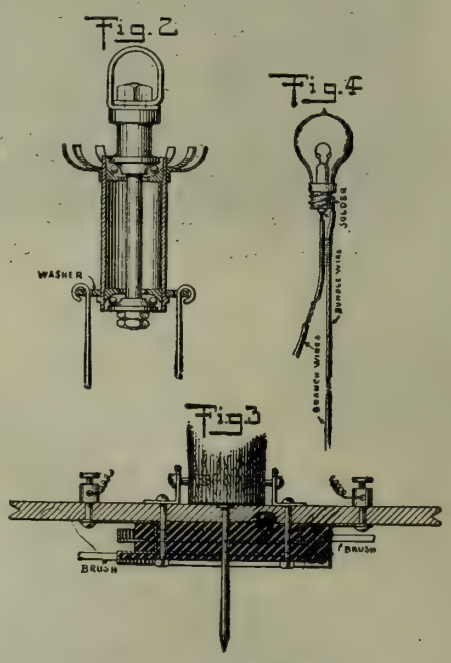
are securely fastened on opposite sides of the tree, preferably bent under a branch (Fig. 1). A piece of tin may be cut and fastened at the top pf the pedal, from which the tinsel and strings of glass balls may be hung.

To the lower part of the tree is secured an arrangement as shown in Fig. 3. This consists of a large grooved pulley about 12 inches in diameter by $\frac{7}{8}$-in. thick, made out of ordinary pine board. The groove may be made with the edge of a half-round rasp. To the upper side of this pulley are secured three or more small brackets, which are fastened to the tree with wood screws. On the under side of this pulley are secured and insulated from each other two metal discs or rings, such as brackets for ordinary gas globes, terminating on top of the pulley with binding posts. Into the centre is driven a tenpenny wire nail. A small box placed on its side may be put on the floor under the tree with a small hole to receive the nail. This forms a guide for the lower end of the tree. The box may either be nailed or weighted down, so as to keep the tree steady. Fastened on the box and insulated from each other are two copper brushes, one for each ring respectively. A small electric motor, such as is usually sold for $1, is now placed about 18 to 24 inches from the large pulley. As a rule, these motors run too fast for this purpose. A wire may be coiled about the motor shaft and soldered fast to form a worm which may mesh with a train of clock wheels. These can be obtained from any watchmaker. To the shaft of one of these wheels a small pulley is secured about one inch in diameter (Fig. 1). Wrap this pulley with cord, and put some resin on, so as to increase the friction. Now place a small endless cord over the large and small-grooved pulleys. The motor should be connected up with a dry-cell battery, and by placing in the circuit a switch or push button, the motor may be started at will.

The tree is now ready to revolve, and should make five to seven revolutions per minute. The batteries may either be kept in the box under the tree or in the cellar, where they will be out of the way. Two small holes may be drilled in the floor, about 2 inches apart. A pointed copper wire about 8 gauge may be pushed through the rug or carpet into these holes and connections made to these wires with the batteries in the cellar and to the brushes on the top of the box, and by putting a switch in the circuit the current may be turned on or off.

From the binding posts on top of the large pulley, the feed wires are run on opposite sides of the trunk of the tree to their respective lamps; ordinary bell wire will answer the purpose. It has been found best to run several of these feed wires, and to put about five lamps on each set. This gives far better and more uniform distribution of the electricity to the lamps than when large wires are used, as the top lamps get very little or no current. The lamps used in series from the ordinary current are by far too bright, as it simply puts the tree in the "shade." A soft light is the more desirable, and the tree may be decorated to a better advantage with battery lamps, as no unsightly sockets or heavy cords are used, and there is no danger of fire. The wires are soldered on the lamps, as shown in Fig. 4, and may be placed on the hands of the images used in decoration of the tree. The lamps may also be inclosed in small Japanese lanterns, which will greatly add to the beauty of the tree.

Another pretty effect may be obtained by using an ordinary tree candle with its usual holder hung on a bough. To do this, remove the wick by boring a small hole in the centre of the candle,



Details of Mechanism.

into which insert the wires, already soldered onto the lamp, letting the lamp rest on the top of the candle (Fig. 5). Of course, the more lamps used, the prettier the effect. A 7-foot tree will require from 25 to 35 lamps.

The connection between the lamps and the feed wires may be done by twisting the ends together. Care should be taken that the ends of the opposite wires do not touch each other, and that no tinsel comes in contact with them. Run the branch wires on top of the branches. A

Electric Candle.

diagram of the wiring is shown in Fig. 1.

When all the lights are turned on, start up the motor and see that everything is all right and that all the lamps are burning bright before decorating the tree. Then the lamps may be moved to suit the ornaments.

The box under the tree, as well as the motor may now be covered up with cotton batting and small twigs cut from the lower branches of the tree.

Instead of placing the tree in front of a window, it may be placed in the centre of a dining-room table. The table may be opened about six inches to let the trunk of the tree pass through. Some of the lower branches will have to be cut off. The chandelier may be removed and a small hook screwed on the gas pipe, from which the tree may be suspended. To close the opening in the table, two tablecloths must be used, and a few twigs may be placed where the cloths meet.

A double floor switch may be employed, to one side of which the wires from the motor and to the other the wires to the lights may be connected. By manipulating the switch with the foot, the motor may be started or the lights turned on independently of each other.

TO PREVENT TREE UPSETTING.

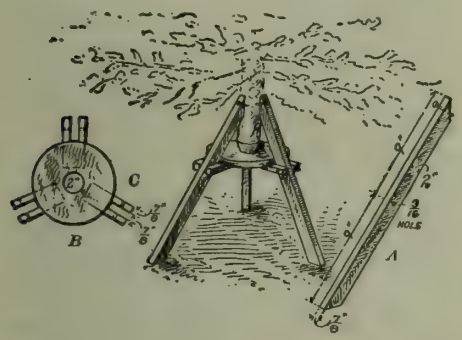
The Christmas tree can be safety supported by the use of fine, almost invisible, wire. Fasten three or four wires to the main body of the tree at a point near the top. Draw each wire tight, and secure to the brads in the door and window frames, or the picture molding, at opposite sides of the room. Twist one or two of the wires about strong limbs to prevent the tree from turning. This arrangement obviates all necessity for marring the floor.

If you have trade days in your town, take advantage of them to display in your window the comparative prices and quality of your goods with catalogue-house supplies.

FOLDING TREE STAND.

The accompanying cut shows a simple way to make a support for a Christmas tree. The material should be of hard or tough wood that will not split easily, writes A. V. Searing.

Make three pieces like A, of $\frac{7}{8}$x2-inch strip, also three pieces like C, of $\frac{7}{8}$x2$\frac{5}{8}$-inch strip, and one piece like B; for this the bottom of a peach basket will do very well. In the centre of the disc B bore a 2-inch hole to receive the sharpened base of the tree. Fasten the C pieces to the underside of the disc B with screws. Bore holes in the arms of each C piece to just receive a 3-inch wire nail. In the top of each leg, A, as shown, insert a small nail or screw to form a point that will press into the tree. Now place a leg A in the slot



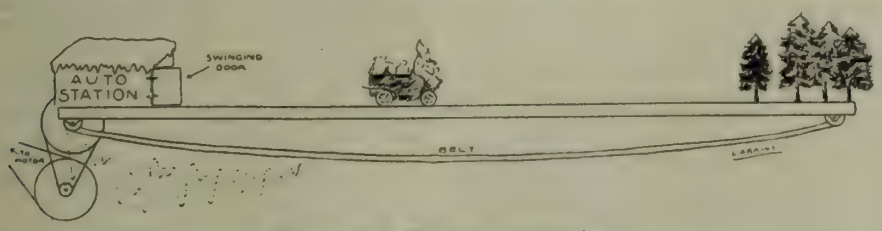
Folding Tree Stand.

sawed out of C, and pass a 3-inch wire nail through the holes.

When the Christmas tree is taken down the legs may be unhinged and the stand folded and packed away for use next year.

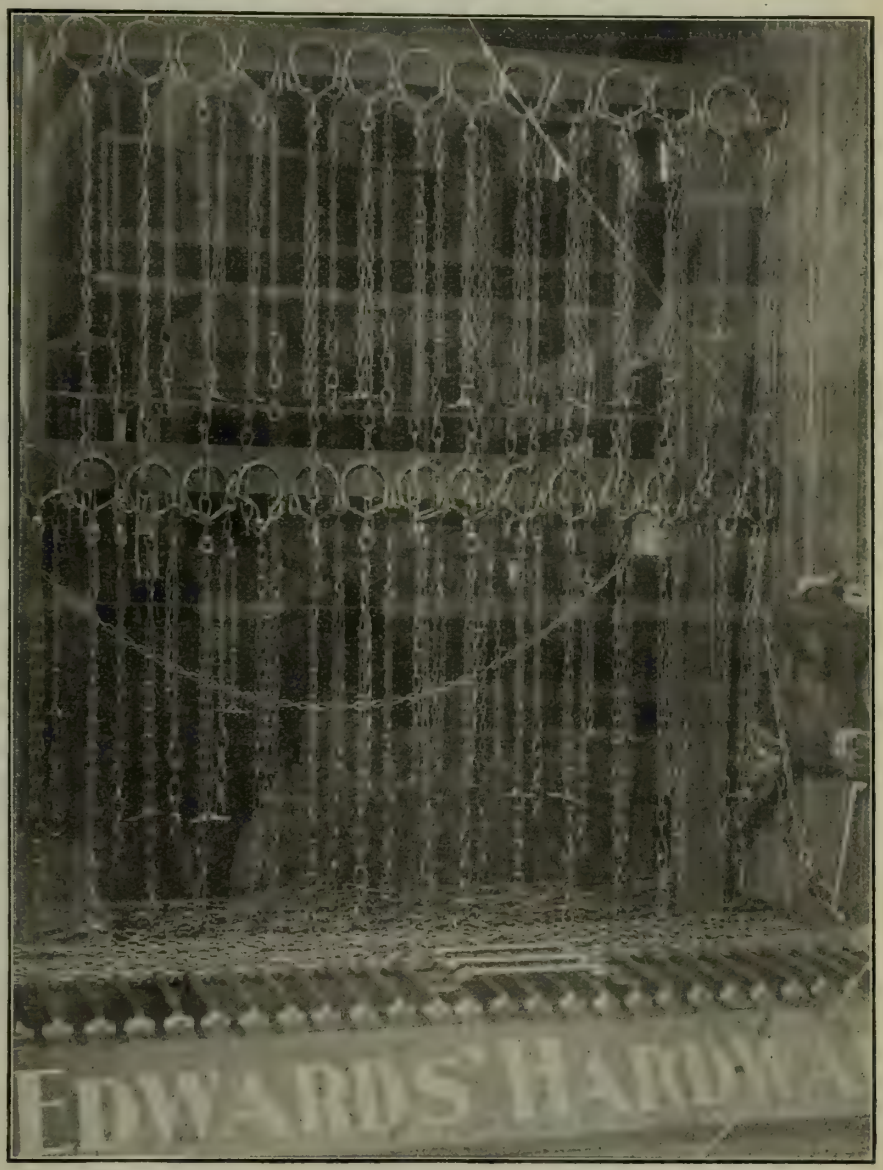
A HOLIDAY ATTRACTION.

The accompanying sketch, from the Merchants Record and Show Window shows a simple little device that can be used effectively at the top of a Christmas window background. The drawing indicates the mechanism clearly. A runway a few inches wide is placed horizontally across the top of the back. It has a roller at each end, over which an endless belt travels. To the belt is attached a toy automobile loaded with bags of toys. Santa Claus is the driver. At one end is an auto having a spring door which opens from the inside out. At the other end are some miniature fir trees. From the front of the runway hangs a fringe of imitation icicles which conceal the belt. When the motor is started up the auto runs out of the station door, across the back and disappears among the trees



A Mechanical Holiday Attraction.

at the other end. This performance is repeated indefinitely. The ends of the runway should be concealed so that the onlooker cannot see the auto pass under



Simple Display of Cow Chains made Recently at Lindsay.

DISPLAY OF COW CHAINS.

Through the courtesy of the B. Greening Wire Co., Hamilton, Hardware and Metal has received a photo of a simple but effective display of cow chains recently made in the window of J. G. Edwards & Co.'s store at Lindsay.

The illustration is marred by shadows, but speaks for itself, and well illustrates that the most simple idea or article can be used to prepare a display which will help to sell goods. How much better to make a series of "one article" displays of this kind in their seasons rather than neglecting the window?

Readers are invited to forward sketches or photos of any "one article" displays they make.

Make your windows simple. Use but one or two general lines that are allied in use. For instance, guns and camp supplies, carpenters' tools, kitchen utensils, with ranges, heating appliances, etc.

CATALOGUES.

Repair Book on Heating.—The McClary Mfg. Co. have issued a neat little vest pocket book, called McClary's Repair Book. It gives a complete and handy list of stoves manufactured in Canada and how to procure repairs for same. The number, name, class, coal or wood, the manufacturer and any general remarks of interest are all entered in the book in tablet form.

"Men Who Sell Things"

Chapter XX. Continued—Optimism Regarding the Goods a Helpful Factor—A Positive Salesman and the Story of His Success—The Negative Salesman and His Drawbacks.

By Walter D. Moody—Serial rights for Canada purchased by the MacLean Publishing Co. from the publishers, A. McClurg & Co., Chicago.

The Negative Salesman.

The man who knows, or thinks he knows, that his line is not up to that of his competitor, begins by doing all manner of th ngs not calculated to add to his efficiency, things in keeping with his lack of confidence. He is a negative salesman, imbued with the idea that he must in some manner overcome the fancied weaknesses of the buyers.

For a time his sole object in life seems to be to try to be ahead of his competitors. Meeting you in the lobby of some hotel, he will ask, "Have you seen Jones yet?" Upon receiving a negative answer, he continues with, "I cleaned up with him all right. I was in X—— ahead of him, and I have been two days ahead of him all the way around."

He seems delighted and satisfied to be two days ahead of the other man, when it could be shown in numerous instances that his bugaboo, Jones, while following behind him, was selling anywhere from two to four times as much goods with a poorer line of merchandise, simply because he was out to sell merchandise, while our weak-kneed friend was out to make towns ahead of his competitors, in the blind hope of covering the supposed errors in judgment of the buyers of his line.

The "Starter."

Never quite sure of his goods, we find him again in the role of "starter"—the salesman that is always selling some article below cost for a bill-starter. About three-quarters of his business is done in bill-starters, without profit. He always has the brightest possible prospects on paper, but they never materialize. Cornered by the sales manager for cutting the price, he will begin by excusing h's action on the ground that the goods were not right, or that the house around the corner had the same thing at a closer price.

Another idea that he possesses is that one new account looks better to him than twice the amount sold to his regular customers.

He is always chasing new scenery, and giving Jones plenty of room to take his old trade away because of his instability.

He seems willing enough to open his goods if a customer will look at them; which reminds me of a friend who said that when he was a boy he used to call frequently in company with neighboring boys on a lady who lived close by. She would tantalize the boys by telling what lovely cake she had in the pantry, and she would get each of them a piece if they cared for any. Being well-bred boys, they always refused, until one day they broke her heart by saying in chorus that they would have a piece.

The man who never thinks his goods are right is easily led into arguments with his trade. I once had such a salesman. His prices and styles were never right, and apparently he would rather get into an argument than sell goods.

Where They Sent Him.

One day he got into an argument with a customer who was an ardent Romanist, and in place of selling the man merchandise, began to argue that there was no such place as Purgatory. In the midst of the argument, a young Irish priest came in, and the merchant said, "Father Reilly, what do you think of this man, who argues there is no such place as Purgatory?"

Father Reilly answered, "Let him go to Hell, then." The salesman who is continually endeavoring to defend his right of position and parading the errors of the other fellow by arguing is beyond redemption.

Bring yourself to the point where you believe there are no buyers in the business like the buyers in your house, and you will soon forget that your competitors live in the same block.

While no move of the competitor should be overlooked, it is also well not to lose much time keeping an eye on him. He will perceive your eagerness and will certainly mislead you.

That is natural, but don't lose sight of him; at the same time do not follow or watch all his moves for fear of losing a customer or a sale now and then. If you allow your competition to get on your nerves, the shrewdest of buyers and the most seductive of prices will fail to look attractive to you.

Let the Buyer Alone.

Let the buyers take care of themselves. Your business is not buying, but selling.

Establish an individuality and a good reputation, and live up to them and not upon them, and success is likely to abide with you.

If you are going to get rattled or flustered at some sensational move of a competitor, he will play upon your weak spot, and you will be apt to find yourself spending your energy at random.

Drive the nail home, and get a reputation for doing so, and every one will come to know by the appearance of the work that you did it, because your individuality is stamped upon it. Between taps, of course, you might glance from the corner of your eye at your competitor's strokes; but make up your mind first, last, and all the time that you are not selling your competitor's goods, that the goods of your house are good goods, and that you can sell them.

And you will sell them.

Time and thought taken in complaining of competition is useless expenditure of energy. It lessens your capacity for the accomplishment of things for which you were employed.

The worst competition is that of the inefficient man of poor ability.

If you are a good salesman, you will understand your advantages over such men, and profit by them through a proper relationship to the buyers of the house that puts its signature at the bottom of your monthly salary cheque.

CHAPTER XXI.

The Sales Manager.

The saying that a man must work out his own salvation as a salesman is good as far as it goes, but it does not go far. That is only part of the programme.

The best salesmen any house can have are the salesmen it builds for itself. The old saying, "Salesmen are born, and not made," is the veriest kind of tommyrot in this day of science and progress.

Naturally, the root of salesmanship must be in the man himself, but the knowledge of how to develop that root into a plant that blossoms and brings forth fruit is where the work of the sales manager comes in.

One good salesman trained and developed in this way is worth a dozen floaters — the here-to-day-and-gone-to-morrow class.

When a salesman gets ready to hear, he is going to be profited by the sales manager.

You can take the best seed in the world and scatter it about and leave it alone, but there will be no crop; but when you plough the soil, put in the seed, and harrow it, in due time comes the harvest.

An Argicultural Parallel.

So you can take the best seed from the granaries of salesmanship and scatter it about on the ground of men's intellect, and you need not expect any return from it; but if you take the ploughshare of ripened judgment and prepare the ground and harrow it over with faith, patience, and encouragement, then the seed falls down into good ground and springs up and bears fruit in the salesmen, some fifty, some sixty, and some one hundred fold, to the success of that house.

It is just as necessary that you prepare your mind to hear as it is to prepare your ground for the seed. This is the seed of salesmanship falling upon your mind, and if there is no preparation for the seed there will be no harvest. Get ready to hear.

The poorest sales manager on earth talks enough salesmanship to his men every month to make them all top-notchers, when there is a willingness to hear on the part of the salesmen.

The greatest boon to the sales interests of any house is a game sales man-

ager, one who is never afraid of the truth and who knows how to use it in dealing with men; and the greatest drawback is the time-serving sales manager, who is afraid of hurting some one's feelings if he does his duty.

Now, it takes two things to make an efficient sales department—a good sales manager and a good hearer; and when you get a good sales manager and a good hearer together, then you are going to have a first-class sales force.

Well, if a sales manager, backed by the very experience that you must encounter in order to become successful, must also think and plan continually in order to get ready to prepare the ground for the seed, what must you do to get ready to hear?

Be not a forgetful hearer, but a doer of the work.

Getting Ready to Hear.

If you want to be successful in your work, get ready to hear.

How will you get ready to hear?

By thinking and planning and willingness. Just precisely as the sales manager gets ready to help you, you ought to get ready to hear.

The standards of two salesmen may differ. Not because one is more capable than the other, but because one has a willingness and a desire to do big things and the other has not. The man of large conceptions once worked in narrow channels, but when he saw a wider view of what his work might be he embraced the opportunity to become a bigger man. It is just about as easy to think of a twenty-storey building as it is of a one-storey building, when you turn your mind to contemplating it.

Make it your business to know what is the best that might be in salesmanship for you, and stretch your mind to conceive it, and then devise some way to attain it. Keep in close touch with the head of your sales department, but let him advise you. A willingness on your part to seek and make every possible use of his counsel and experience will aid you materially in your purpose.

An evil habit may be fostered in a sales organization as in an individual—the habit of indifference, of shirking, of mischief-making, the clique habit, and a thousand ills of a negative kind, not the least of which is the habit of finding fault with superiors.

Sometimes the trouble may have started with one wrong-headed man or one restless malcontent, and have spread and fastened upon the business until the evil is perpetuated and infects every newcomer.

The sales manager must not only watch for the development of any wrong tendency and check it in its incipiency, but must labor directly to inculcate right tendencies, high ideals, cheerfulness, and loyalty.

Every outward expression of a business is a reflection of something within, and any sales force must get right within itself before it can hope to be right and work in harmony with the other branches of the business and with the outside world.

The Impression of the Sales Force.

Business houses employing many salesmen may tremble to think of the good or bad impressions being continually multiplied and sent out from their sales departments. Proprietors may be totally unacquainted with that intangible but potent thing, the spirit of their sales force. They are not likely to see it as it impresses outsiders; or they may realize that it is wrong, and feel helpless to change it.

The necessity for a specific organization of sales departments in large institutions, giving the sole direction to a managing head, is responsible for the creation of the position of sales manager.

Primarily, the position of the sales manager is to stimulate enthusiatic devotion of all to the common cause. That is the thing which spells success. The contagious enthusiasm of a real leader of salesmen culminates when it is communicated to all the members of the sales force. It has then produced an army of doers.

The power to persuade others is, perhaps, the greatest faculty in salesmanship, just as the power to inspire others is the greatest faculty in successful leadership, and is the one thing to which the sales manager devotes his undivided attention in the management of his men.

No man should be at the head of a sales department who does not have this gift of leadership—the ability to inspire loyalty. The habit of loyalty must be established. Those who are not receptive, or incapable of it, must be weeded out.

The salesman who considers no one but himself, who is continually saying, "Where do I come in?" has a negative influence on any sales aggregation, and should be let out. When a salesman cannot be made to realize this, he had better quit and give both himself and his house a square deal. He does an injustice to himself, his managers, and his house when he continues in a position of lacking confidence in the institution and the men at the head of it.

Every salesman has an influence either for good or bad. If he cannot have a good influence he has no right to have a bad one.

CHAPTER XXII.

Getting an Interest in the Business.

Keep your eye on the finish.

Every man who sells things should be working for a purpose.

What is the desire of your heart and soul as a salesman? What is it that binds you down to years of tireless effort?

It is to succeed in the end. Am I not right?

You hope ultimately to secure an interest in the business. Your dominant aspiration is to have a partnership in the business which you have helped to build. Is it not so?

The only way that that hope can ever be realized is by the principles of right salesmanship. There is no room in the stockholders' meeting or at the directors' board for negative salesmen.

By that I do not mean to say that all right salesmen eventually become employers. Good men, aye, first-class men, are to be found in every institution, who, for various reasons, do not seem to bend their energies in the direction of a partnership in the business; but for those who desire in the end to have a voice in the management through personal investment it can be obtained in no other way than through inherent quality of character in salesmanship.

Profit and prestige lie in positive and highly developed qualities of salesmanship, not in negative ones.

Successful men are men of quality.

Without equivocation I might say that salesmen lie closer to the hearts of proprietors than any other class of employes.

A Glance Behind the Scenes.

When at last you are invited to a place entitling you to share in the profits, what a mighty revelation the whole field of salesmanship becomes! A glance behind the scenes is sufficient to change your views completely. Getting an interest in the business—that is what opens the eyes of a salesman at last to many things that were difficult for him to understand when serving as a private in the ranks.

The head salesman in the house of which I was a senior partner was a man of exceptional ability in many things, but he was generally to be found on the defensive where the policy of the house was a matter of question between the management and the sales force. Finally, opportunity was presented him to take a moneyed interest in the business. His certificates of stock had scarcely been transferred and duly recorded when he wanted to start reform measures on the other salesmen.

There is a certain code of ethics in every establishment governing salesmanship from the viewpoint of the house, and quite a different code from the viewpoint of the salesman.

Having worked my way from stock-boy to salesman, from salesman to buyer, from buyer to sales manager, and from sales manager to employer, I am prepared to say, without qualifying the statement, that the average employer's conception of true salesmanship is the correct form for any salesman to aspire to; and getting an interest in the business will confirm it beyond the shadow of a doubt.

Salesmen Become Proprietors.

Almost without exception, the histories of great business establishments reveal the truth of the assertion that the executive heads—the proprietors—were once salesmen. You have only to look to the past of the men at the head of the house whose goods you are selling to verify this statement.

Take cases like the Field establishment in Chicago, the greatest business house in the world. Marshall Field was himself a salesman; and that is also true of many of his partners and most of the army of the Field managers.

Find, if you can, one of the great manufactories or mercantile establishments, either wholesale or retail in any line, the world over—concerns that have emblazoned their names and trade marks around the circuit of the globe—and find one, if you can, that was not established and promoted to greatness by men who has once upon a time in their business careers sold things. What is true of Marshall Field is true of other merchants and manufacturers, great or small, in every line of trade.

When a salesman has ground out his task for a certain number of days, months, and years, he begins to ask himself where he is going, what he is doing, and—why he is doing it.

Young salesmen begin with enthusiasm, and gradually they settle down into the daily grind, relieved and rewarded now

and then, if the results of their efforts justify such acknowledgment.

To the salesman who does not admit to himself that his daily work is a grind, who enters the race and sets his face resolutely toward the finish, never looking back, belong the rich prizes.

The Plodders' System.

The other class, men who have no set purpose in life at all, plod along bravely enough and without any real idea of giving up, and likewise without any real idea of where the journey of business life will lead them. Without the aid of business chart or compass, stopping along the way at times, they ask themselves if the game of salesmanship is worth while, and if they would not have done better to have entered some other field. To each the task that he is doing seems irksome and void of results. That is because his interest is not in his work.

Some one has said that the greatest hell one can suffer on earth is to lose interest in life.

Losing interest in business, looking back from the plough, means, first, decay, then stagnation, and finally retrogression—the beginning of the end.

Worth while or not isn't the question. We cannot run away from our allotted task in life whether we think it is worth while or not. The only men who have tried it successfully are professional hoboes; and salesmen who have endeavored to improve their condition and relieve their minds on the subject by constantly changing about in a vain attempt to locate the star of business success eventually become salesmen hoboes.

Look at the Bright Side.

The best thing for us all to do is to look at the bright side of things where we are.

There are two ways to contemplate our work. It is neither bright nor black but as the eyes of the onlooker make it so.

Men who sell things are divided into two classes—those who regard their work with rebellious eyes that do not understand, and those who view their work with a mind that rises above conditions and makes the best of them.

When Lincoln freed the negroes from slavery, a great army was necessary. Every man of that army, of course, wanted and hoped to be an officer; every man would have liked to do the work that Lincoln was doing.

No man should be blamed for having high aspirations, for wanting to be more important; but any man should be despised for refusing to do the humble work of which he is capable, because he has not been made commander-in-chief.

The Highest Salesman.

The highest salesman is he who does the lowliest thing well.

We know that, important as Lincoln was, the thousands of brave men who followed his generals in the field of battle were, as a body, infinitely more important. They could have done great things, finding other leaders, perhaps, without Lincoln. Lincoln could have done nothing without them.

The fight that Lincoln and his followers began against the Secessionists a little more than forty years ago is the same fight that the men who sell things must continuously wage against negative qualities in salesmanship, personal weaknesses, competition, and whatever set-backs may be encountered.

In the great panorama of the business world a few names stand out. We see and admire individuals, great business leaders; but the power that controls the entire field of business activity, and has brought business up to where one feature alone, freight by rail, measured in ton-miles, has increased three hundred and fifty per cent. in twenty years, exceeding by far the most optimistic railroad president's dreams—that power is the army of Men Who Sell Things.

In salesmanship it is essential that all grades of men be associated among the beginners. Time only can be depended upon in the necessary weeding process which shall determine the successful among the many. It is the beginner who is the most susceptible to the influence of bad advice.

Let the young salesman who finds himself among the small worries of his environment stop and take stock of himself and his position. If in the beginning he could feel that he was choosing wisely the field of salesmanship, surely he cannot so stultify his first judgment as to weigh it against the influence of another beginner who may have had less experience, and who he knows has far less judgment than himself. Yet this is the one thing which all his nature may prompt him to do.

The Young Salesman's Weakness.

One of the especial weaknesses of the young salesman lies in expecting too much of his house. He must recover himself and get back his sense of proportion which shall guide him sanely in his expectations. Then, having it, he can do no better than to be guided by this new judgment, keeping his own counsel.

There is no surer measure of a salesman's resources and strength than his ability to move and judge for himself.

If the young salesman will begin this course, merely, he must find it redounding to his every interest in business.

I have little more to say. If I have appeared to be harsh in my treatment of the subject, the apparent harshness has emanated wholly from a desire to paint a faithful and true picture of both the negative and positive phases of our great profession as I have come to know them.

A thorn in the flesh hurts; pulling it out hurts still more; but leaving it in to fester and poison hurts most of all. The pain is severe when the foreign substance is being removed, but that is the only way that health and life can be insured. The thorn out, the wound quickly heals.

Taking the Telling End.

The whole problem of negative salesmanship looks to me like the manner in which the farmer killed a neighbor's dog. The farmer was walking down the roadway, whistling a merry tune. A pitchfork was carelessly slung over his shoulder. As he was passing a neighbor's house, a big and vicious dog, with ears back and teeth showing, jumped out and showed fight. The farmer took down his fork and rammed it through the dog, killing him on the spot.

The neighbor, coming from a field close by and seeing his dog dead, exclaimed, "Oh, you have killed my dog! Why didn't you take the other end of the fork to him?"

The farmer calmly replied, "If your dog had come at me with the other end, I would." And he went on his way.

Hundreds of men who are selling things now will some day doubtless be employing salesmen themselves. You can see it by studying their faces, their actions, the quiet, determined, resolute manner of the one who is sure that one day he will have an interest in the business in which he is now employed, or be in business for himself, and make a success of it.

Business is a great battlefield, and therefore, roughly speaking, several million men who sell things, surging backward and forward over its surface, fighting for success. Each has a separate little battle of his own.

One side of the business battlefield is black, while one side is bright. May the readers of this book try to look always upon the bright side, patient in their hard work, without losing ambition. And may many of them change their present position in the ranks for a higher and more responsible one in the officers' quarters that will give them a chance to do more and better work.

Work is all there is in a man.

THE END.

HOW TRADE IS LOST.

Have you ever wondered why the trade of certain customers who once dealt largely with you ceases suddenly? Have you ever seen a one-time patron pass your store and go into your competitor's? Have you ever wondered at the mushroom-like growth of some younger man who opened in your town and within a few years had the cream of the trade that had once been yours?

There's some mighty good reason, you can wager, and it may be just the fault of service, either on your part or on that of your employes. Emerson says: "The highest price you can pay for some things is to have to ask for them." Fair treatment and courteous attention are embarrassing things to have to ask for, and customers don't come to your store to be embarrassed.

The dollars and cents value of service as shown by such incidents in everyday business ought to set merchants thinking. Every instance of indifferent attention, every disagreeable or sarcastic word, every impatient gesture, every scowl or quick retort to a customer, spells LOSS—not mere theoretical loss, but loss that can be determined in money—that takes dollars out of your cash drawer and puts them into that of your wiser competitor.

Remember that courtesy and patience, sympathy and intelligent suggestion just as certainly spell GAIN, and the next time you are tempted to kick about your paint department take the time to go into the matter as I have, and you'll be ready to agree with me that there isn't a line that can be made more profitable to carry by the retailer, IF you but go at the thing in the right way.

Elora Council has signed an electric lighting contract with the Fergus Electric Light & Power Co., whereby the corporation will pay $50 yearly each for 8 arc lamps of 1,500 candle power.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

COMING CONVENTIONS.

Ontario Retail Hardware and Stove Dealers' Association, Hamilton, February 9, 10 and 11.

THE PEDDLING NUISANCE.

The peddler, hawker and the transient trader can be found to-day in increasing numbers in almost any community. Particularly does he flourish in neighborhoods removed from railway or water communication, to which it is difficult to convey goods other than by haulage from the nearest dock or station. They are a great and growing army reaping a rich harvest. The returns must be large, or so many would not be engaged in the business. These itinerant sellers somehow manage, in a great many cases, to escape taxation, and, in many municipalities, one would think such a license fee would scarcely be worth avoiding, for the amount is a mere bagatelle. What is required and what the legitimate retailer is now demanding, is a more uniform tax, and that it be promptly collected. The authorities in several centres have been lax in getting after these meandering merchants and an aggressive campaign is mapped out.

The statutes now provide the maximum fee that may be levied, but these figures are too low. Villages, towns and townships generally have a tax of their own, ranging from $1 upwards, but the rate is felt by the merchants in different places to be no protection at all and the license is looked upon more in the light of a farce.

The average retailer does not object to hawkers and transient traders—far from it—but what they do contend is that these venders of miscellaneous commodities should be compelled to bear a just share of the cost of doing business.

The Local Merchant's Side.

The local merchant pays taxes, rent and water rates; he pays help and has light, heat and other expenses to meet. He bears a portion of the outlay for all the improvements in his village or town in the way of local improvements. He also maintains a delivery service and scatters many dollars in the way of supplies for the upkeep of his home and family, as well as distributing dollars in numerous other avenues. What does the transient trader do? His name is not on the assessment roll; he seldom pays any tax and yet he goes from community to community hawking his wares, sometimes on foot and at other times with a horse, escaping with a low fee and dodging it whenever and wherever possible. Thus his profits are large. He generally gets the top notch figure for his stock-in-trade, and makes a handsome margin. Retail merchants should, therefore, make every effort to see that a portion of that profit finds its way back into the township or village coffers. They ask only a fair measure of protection and, granted this, they are not afraid of honest, open competition.

The County License.

A transient trader may, it seems, obtain in not a few counties what is termed a county license. He often seeks to do business in every municipality within that county on the presentation of this license. In some instances he has done so and the courts have upheld his rights to operate as it were under a "blanket permit." Business men desire that the law on this point should be made clear and explicit and that municipalities should be more active in seeing that peddlers and transient traders do not go scot free. The class of persons aimed at, roughly speaking, constitute those selling direct to the consumer and not to the retailer. The distinction between a peddler and a transient trader is that the former is generally a resident of the section where he pursues his calling and is possibly on the assessment roll. The latter is one who moves around from place to place, sometimes leasing a store for a short time, engaging a room in an hotel or boarding house and selling direct to the consumer, obtaining as high prices as he can and presenting a most plausible plea as to the superior merit and quality of his offerings.

The Transient Trader.

Transient traders in Ontario to-day are thicker than ever, and it is said fully three-quarters of them pay nothing for the privilege of doing business. To sell tea, coffee, stoves, tinware, lighting goods—in fact, most all lines carried in the average country store. It is after them that the legitimate retailer intends to go and see that the tax is levied, and that the transient merchant cannot trade in every municipality in the county simply by obtaining a county license. It is possible that the agitation may result in a demand that a minimum fee should be imposed by every municipality and that the authorities of each place be alert and industrious in seeing that all fees, licenses—taxes of every kind—are promptly met and collected.

MERCHANTS ANXIOUS TO REORGANIZE IN MANITOBA.

Assurances continue to be received from hardwaremen throughout the Province of Manitoba that re-organization of the Retail Hardware Association of the West is wanted and is wanted badly. Letters have been received from hardwaremen who ask that their names be not used complaining of many grievances, and stating their belief that the only possible remedy to be obtained is the re-organization of the Manitoba hardware retailers.

A hardwareman, who asks that his name be not used, writes favoring re-organization, but expressing his doubts as to the possibility of financing the scheme without burdening unduly a few members. He says in the course of his letter:

"I am in thorough sympathy with the movement and in case the association is re-organized, I will do all in my power to further its objects. At the same time I am not sure that the time is ripe for such action. Our old association was under the management of the most enterprising organizer and secretary we could secure, and it failed for want of support. I question whether the same dealers who could not see then that they were getting back much more than the value of their annual fee, are sufficiently enlightened yet to come in and stay in.

"But if re-organization takes place we must have the support of the best wholesalers and then with a proper fighting executive we can and will make the others glad to keep their business in its proper channel."

W. P. Sparling, manager of the hardware department of Campbell & Ferguson, Ltd., Melita, Man., writes in favor of re-organization. He says in the course of a letter recently received from him:

"In my opinion our former territory was too large to be handled with one head office. I would be very much in favor of trying it again with an association for this province only, and would give it my hearty support."

Another leading hardware retailer in western Manitoba says in the course of a letter:

"I did not take very much interest in the last association, but I was very sorry to have it go the way it did, as I think it did a great deal of good and would eventually do a great deal more. I know the last local meeting we had in this town was greatly appreciated by those present, as it afforded an opportunity for exchanges of opinions, and made a better feeling among business rivals. . . . I am willing to bear my share of expense in organizing and keeping an association going."

Other letters received are along similar lines, and there is no doubt that there is a strong feeling in favor of re-organization. A leader is required to call a meeting for purposes of re-organization. Will the executive of the old association act?

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WESTERN MAN FOR RAILWAY COMMISSION.

It is absolutely essential that Western Canada shall have a representative on the Railway Commission who is thoroughly conversant with the needs of the Greater Canada west of the Great Lakes. Since the death of the Hon. Mr. Killam, the West has not been represented on that Board, although perhaps the most important problems which come up for solution find their origin in the newer Provinces. At the Western Canada Boards of Trade convention, in Medicine Hat, last June, a resolution was introduced in favor of the establishment of a separate Board to sit permanently in the West. This was voted down, as it was considered that the proposal was not practicable, but the mere fact that such a resolution was introduced in a deliberative body of such importance as the Associated Boards of Trade of Western Canada, is proof that the business men of the West are far from satisfied with the service given the West by the Railway Commission as at present constituted.

The justice of the Western demand for special representation was recognized by the Dominion Government in the appointment of the late Hon. Thomas Greenway, but he was removed by death before he had undertaken any of his duties on the Commission. It is essential that his place be filled by a Western business man who is thoroughly conversant with the needs of the country and well acquainted with all phases of the transportation problems.

Appointments to positions of this kind should not be dictated by party considerations. In choosing a man for a position of this importance, the Government should utterly disregard the recommendations of party executives and consider only his qualifications. That is the course which Governments should follow in appointments of this kind, but, unfortunately, we can not expect them to be uninfluenced absolutely by party considerations.

It happens that the Executive of the Liberal Association of Winnipeg have made a particularly good recommendation in the matter, and while this paper does not approve of the interference of party organizations in appointments of this nature, it does most emphatically endorse the recommendation which has been made. The association have asked the Government to appoint Andrew Strang, of Winnipeg, and they have made a splendid selection. Mr. Strang is one of the leading business men of Winnipeg, and an ex-president of the Winnipeg Board of Trade. A man of sound judgment, wide experience and untiring industry, his appointment would be welcomed by the business men of the West as a guarantee that the interests of Western Canada would receive full consideration by the Board of Railway Commissioners.

ANOTHER TIN PLATE PROPOSITION.

Another tin plate industry for Canada has been announced this week, this time the proposal coming from Welland, where it is said R. Jenkins, of Swansea, Wales, is organizing the Welland Tin Plate Co., to be capitalized at $250,000. A fifteen acre site is said to have been given to the promoter and the concessions are asked in the form of a fixed assessment of $10,000, and water at cost. In return, four mills, 100x300 are to be built, and 250 men employed.

While Welland undoubtedly has advantages for such an industry, with the Ontario Iron & Steel Co.'s plant able to supply the sheets required at low cost, the proposition does not appear to be a feasible one. The promoters claim that the Dominion Government will afford protection to the industry, but this seems unlikely, as it would increase the cost of cans for vegetables and all tinware articles. With tin plates, etc., on the free list it would be difficult to establish a manufacturing industry in Canada.

Little information can be secured regarding the enterprise, and until something more definite is done and prominent men in the trade consulted the proposition is likely to be considered a promoter's enterprise.

CHRISTMAS SUGGESTIONS.

Suggestions are always in order at Christmas time and if made in the proper way should aid materially in bringing in extra business. The hardware store is not regarded by some as the proper place to go to buy Christmas gifts, but this idea can be largely dispelled. A good way to do this would be to publish a list of suggestions in the local papers, or circulars might be distributed bearing these Christmas hints. Lists hung in the store would have a good effect, and if the advertisement mentioned above shows up well, it might be, as is often done, posted on the show case in full view of customers. With a view to helping busy dealers in the formation of a list of Christmas hints, the following list of articles is given:

Air guns, air rifles, alcohol stoves, alcohol table lamps, alcohol tea kettles, alcohol sad irons, aluminum ware, andirons, automobile supplies, baking dishes, barometers, base balls, baseball mitts, basket balls, bath room fixtures, bench work, bicycles, bird cages, boxing gloves, boys' wagons, bread boxes, bread makers, bread slicers, cake mixer, cameras, candelabras, candlesticks, carpet sweepers, carving knives, cereal cookers, chafing dishes, Christmas tree holders, clocks, closet sets, clothes hangers, coasters, coffee machines, coffee mill, coffee percolators, corn poppers, corn razors, combination magazine tools, crumb trays, curtain stretchers, cut glass, dog collars, door mats, dumbbells, electric flashlights, electric novelties, electricians' tools, enamelware, engines, hot air, gas and electric, express wagons, fireless cookers, fireplace goods, fishing baskets, fishing tackle, fishing rods, food choppers, footballs, fruit knives, games, game shears, game traps, gas hot plates, gas radiators, golf balls golf clubs, grass shears, gun cases, hunting coats, ice cream freezers, kitchenware, knives and forks, lanterns, lathes, lawn mowers, manicure sets, match safes, mayonnaise mixers, meat choppers, mop wringers, motor cycles, nail clippers, nickel plated tea and coffee pots, nut cracks and picks, oil heaters, plateaux, plated ware, pocket knives, pocket tool kits, ranges (steel), razors, razor hones, razor strops, reels, refrigerators, revolvers, rifles, roasters, roller skates, sad irons, safety razors, scissors, scales (family and postal) scroll

saws, sewing machines, shaving mugs, shaving sets, shot guns, silverware, skates, skis, sleds, snow shovels, sporting goods, spoons, steam cookers, stove pipe radiators, striking bags, stroppers for safety razors, sweaters, table kettles, thermometers, toasters for gas, toboggans, tool chests, tools of various kinds, tool sets, toys (mechanical), tricycles, trousers hangers, washing machines, watches, wringers.

These items have not been selected at random, but have been compiled from numerous Christmas booklets, catalogues and other printed matter issued by well-known retailers. Therefore, they are the "cream" of a hardware stock for holiday offering. The list can be divided to suit requirements, such as "For Father," "For Mother," "For Brother," "For Sister," etc., putting under each heading the appropriate articles.

AN UNWARRANTED ACTION.

Winnipeg retailers have good reason to be indignant at the attempt of the secretary of the Retail Merchants' Association in that city to involve them as a body in the mayoralty campaign now in progress. No issue affecting the interests of the retail trade is prominently before the electorate of Winnipeg in the present contest. No meeting of the association has been held for a long time, but for reasons best known to himself, and which others can only surmise, the secretary undertook to endorse one of the mayoralty candidates on behalf of the association.

This action was entirely unwarranted and without precedent. The secretary does not control the votes of the association members, and he has no authority to speak for them. The situation is well understood in Winnipeg, and Mr. Coulson's ill-advised action has aroused strong indignation among the retailers of the city.

PROPERTY OF TRAVELERS AT HOTELS.

Is a hotel-keeper responsible for the lost clothing, jewelery, etc., of his guests?

In some cases he is and in others he is not. In France the proprietor is responsible for the safe-keeping of all the property of a guest. Whether placed in charge of the office or not makes no difference. In Canada, unless valuables are given directly in care of the landlord he is generally not held liable for them. A mere notice of the fact that the landlord will not be responsible for furs, coats, hats, etc., unless left in his charge, is, however, of itself not enough to absolve him, as a recent decision at Galt would indicate. The action was tried in the Division Court. The particulars are rather interesting, illustrating the relationship between guest and host.

A traveler named Laidlaw sued the hotel proprietor to recover $28.50, the value of an overcoat left in the hotel office and which subsequently disappeared. The traveler had taken his coat into the office and hung it on one of the lock hooks; he locked the mechanism and put the check in his pocket. When he returned an hour later the coat was gone. The proprietor refused to settle and the suit followed. The defence took the ground that the traveler had not left his coat in the hands of the proprietor and that a notice on the register stated that the proprietor would not be responsible for coats, etc., unless they were left in his charge. The judge ruled that the mere fact of such a notice on the hotel register did not absolve the proprietor from responsibility. Judgment was given for the plaintiff for the full amount.

It would, of course, be unreasonable to think of holding the proprietor of a public house responsible for the personal property of every guest, whether entrusted to his charge or not, but the recent decision goes to show that if a hotel installs lock hooks and other alleged devices of protection and some one is able to tamper with them and walk off with the clothing, furs, etc., the owner of the building is held accountable. The fact that he cannot escape by posting up a sign or notice is a good thing from the standpoint of the traveling public and will tend to make landlords see that no idlers, thieving or light-fingered gentry float around the hostelry and possibly float off later with some of the guests' belongings. Just how far a proprietor should be liable for the luggage of his visitors is a question not yet definitely decided, and perhaps may not reach the condition in France. The decision rendered in the Galt and other instances, however, would appear to indicate that we are traveling in that direction.

OIL JOBBERS MEET.

The linseed oil jobbers in Toronto held a meeting on Thursday afternoon to consider the present situation. It is contended by many dealers that prices are too low and the outlook is not bright. No decision was arrived at with reference to increasing prices, and the advance to 57½ cents for raw oil still stands. The market is, however, reported to be decidedly perturbed, both locally, in the Old Country and in the West.

THE RICE LEWIS CHANGE.

Since the fire at the Rice Lewis & Son warehouse, at King and Victoria Streets, Toronto, about three months ago, all kinds of rumors have been rife as to the form in which the business would be continued. According to report the Kennedy, Vokes and Howland firms, each in their turn, were slated to buy out the Rice Lewis & Son business, established in 1847. None of these reports were given credence by Hardware and Metal, however, as it was desired to give accurate information or none at all. A deal was under way last week but it could not be announced as the papers were not signed until Saturday noon.

By the change, R. C. Fisher, recently general manager, and A. E. Gilverson, secretary of the company, become owners of the business, and it is expected that several of the seniors will shortly affiliate with them in taking over the business.

Mr. Fisher and Mr. Gilverson are, next to Mr. S. S. Martin (who has been an employee of the firm for 53 years, and 70 years in the business) the seniors on the staff, the former having spent over 30 years, and the latter over 28 years with the old firm. Both are young men, however, and take over the business with bright prospects ahead of them. Until the transfer is completed W. C. Crowther will remain as president, two representatives of the A. B. Lee estate and two of the John Ley estate remaining on the board along with Messrs. Fisher and Gilverson.

The building and stock, valued at $491,000, was fully insured, and $167,000 of salvage was paid the firm. The damaged stock has been disposed of at the salvage sale at 9 and 11 Wellington Street east and much of the old stock has also been cleared out. The new firm are, therefore, in a position to start with a new stock. They will continue both wholesale and retail departments, the temporary premises being continued until alterations in the old building are completed.

The five storey building (40x104 feet) on the corner of King and Victoria Streets, will be sold, and the business concentrated in the larger building (60 x150 feet) on Victoria Street, ground floor of which will be made a retail hardware and sporting goods store with about 150 feet of plate glass window display. Above this will be four floors for offices and wholesale warehouse, with a stock of metals and a storehouse for other goods on Atlantic Avenue, with railway siding connections.

The plans for the removal from the corner building were made a couple of years ago, the firm having eighteen years ago co-operated in widening the lane beside their building to an extension of Victoria Street. The recent fire has brought the plans to a head and early next year will see the new heads of the firm installed in a modernly equipped building remodelled to suit the requirement of their wholesale and retail departments.

The old staff will continue in charge of the various departments and the travelers will continue to seek business in their accustomed territories subject to a reorganization and the filling of some vacancies at the beginning of the year.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Tin—Cut of ½c.
Spelter—Advance of 50c.
Pig Iron—Store prices in force.
Turpentine—Advance of 2c.
Linseed Oil—Advance of 1c.

Toronto.

Tin—Decrease of ¼c.
Copper—Decline of ¼c.
Steel Plates—Advance in thin gauges.
Turpentine—Advance of 2c.
Linseed Oil—Raise of ½c.

MONTREAL HARDWARE MARKETS

Montreal, Dec. 4.—The mild weather has continued to affect business during the week, although the volume of trade has been heavy enough to keep the jobbers uniformly busy. Seasonable lines have been interfered with more than the Christmas goods, but even the latter would have been helped greatly by a steady cold snap. There is no complaining, however, as to weather conditions. It is recognized that the farmers have been greatly handicapped by want of water; and the rain that we have had, in helping the agricultural community, will make it all the better for trade next year. The welfare of the farmers is the chief consideration, and the more rain they get to fill their wells and streams, the greater the satisfaction all the way round.

Travelers are steadily pushing Christmas lines including cutlery, but they have to contend with the continued reluctance of dealers to place anything but sorting orders. Cutlery, however, is moving strongly, as only to be expected, considering that the holiday season is now practically here. Next week dealers should begin to display their lines. The Northwest has awakened up a little, orders received being heavier, but the real stimulation is not expected until next year. The East is steadily buying, although on the light side.

Prices are still about the same. A few changes have been made, but it is hoped that manufacturers will stand as firmly to their figures as they have done in the past months. The less interference with prices, the better chance there will be of keeping the markets steady, and of realizing to the full the renewed activity of next year. Despite the advance in the States of copper rivets and other copper goods, local prices have not yet been changed. Rivets are still quoted at 35 and 12½ off. Some booking for spring delivery has taken place in green wire cloth at the advanced quotation of $1.70 per 100 square feet.

CHRISTMAS LINES—Cutlery is now moving strongly, and the season in this line will turn out to be a very good one indeed. Carvers in cases, fish knives and forks, and dessert knives and forks, are in good call, and are evidently to be pushed strongly by dealers during the coming weeks. Pocket knives, scissors, and manicure sets are showing fair movement. Plated ware and silverware are in good demand, and there is a strong call for safety razors and shaving sets.

WINTER GOODS—The continuance of the warm weather has not conduced to the most rapid movement of these lines, although trade has been steady, and of good volume. Weather strip, sleigh bells, household snow shovels, continue the best sellers. Cold blast lanterns and horse blankets are still moving in a sorting up way. The stocks in dealers' hands are light, however, and a cold snap would make these lines move much more vigorously.

SPORTING GOODS—Skates, hockey sticks, and snowshoes have dropped off somewhat owing to the weather. A steady trade is being done, but the movement is not so strong as it should be at this time. Gymnastic lines are in quiet demand, boxing gloves and the different kinds of exercisers being the most prominent movers. Air guns, and revolvers for indoor shooting, are in growing request.

HOUSEHOLD UTENSILS — Carpet sweepers, sad irons, washing machines, clothes baskets, meat choppers, bread making machines, brooms, mops and pails are in good request, a stronger movement being noticed as Christmas draws near. Stocks in dealers' hands are reported light.

STOVES AND RANGES — Steady booking is being done in stoves and ranges, the warm weather not interfering with business so much as was anticipated. The end of the year being near consumers cannot put off their buying any longer, and the stronger consuming demand is felt right through to the producer. Oil heaters are moving well. Coal hods and other heating accessories are in fair demand.

BUILDERS' HARDWARE—In this line the weather is helping the movement of goods, building being actively pursued under ideal conditions, so far as the time of the year is concerned. As a result the local trade is good. The country demand has fallen off. Lock sets, bolts, butts and building paper are in fair demand.

RAILROAD SUPPLIES—The movement continues to be slow in these lines, but construction work going on actively in many directions, there is still a drain on dealers' stocks. Snow shovels for railroad use are in better demand.

BOLTS AND NUTS—Orders are of fair strength at unchanged prices. Nails are showing stimulation, the weather allowing of construction and repairing work on the farms to be continued. Machinists' tools are in good request.

LUMBERMEN'S SUPPLIES—These lines are still in need of a more vigorous movement. Snow shovels are showing better strength. Boot calks are now commencing to move.

ENAMELWARE—The approach of the holiday season has stimulated the sale of enamelware. Good orders have been received, and dealers, if not carrying heavy stocks, have fair assortments to display.

SCREWS—The demand continues in about the same proportion for all sizes. Discounts are continued at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

December 4.—The mild weather in November prevented the month from being as satisfactory as was looked for. A week or two of good stiff weather would have made a great difference in orders for heating goods and other seasonable lines. More holiday business would also have been booked if things had looked more like winter. A good trade was done, however, in supplies for the northern camps and for the last lake shipments to the west, and the total for the month compares favorably with other years though by no means a record breaker.

December has opened with large booked shipments of snow shovels and skates, both of these lines having had a good demand owing to the light carry over stocks from the previous season. Holiday goods are also being shipped in large quantities to firms who have delayed sorting up stocks until the last moment. The next ten days ought to be lively ones in the shipping rooms of the jobbing houses.

Talk of advanced prices in hardware is discouraged by keen buyers pointing out that there is no reason for an advance at present other than to bull the market. It is conceded that raw materials will be higher next year but the general feeling that it would be the best policy to keep prices steady until conditions force an advance. Copper and brass goods, however, seem likely to go higher, rivets, lamp burners, copper bottoms, wire, etc., being included in the strong feeling which has forced the withdrawal of prices by some manufacturers.

HOLIDAY GOODS—Jobbers seem to be well satisfied with the trade done in holiday goods, but there is no doubt that dealers are buying conservatively, a result, probably of the hard times talk of the farmers who repeat what they read in the daily papers. Some mechanics have been on short time and will have to curtail holiday purchases

this season, but the farmers as a rule have had good crops and should be liberal buyers this year if they are made to feel that the business depression is at an end. The most commonly called for lines have been cutlery in cases, tableware, pocket cutlery, shaving sets, safety razors, manicure sets, scissors, etc. Nut crackers, nickelled ware, coffee percolators, cut glass and sporting goods are also called for in a large number of orders. We quote 40 off on hollowware and 40 to 40 and 10 off flatware.

WINTER GOODS—Snow shovels have been shipped in large quantities this week and such lines as weather strip, sleigh bells, carriage heaters, ice scrapers, are in frequent demand. We note no change in the quotation of $2 per dozen on No. 19 snow shovels.

HEATING AND LIGHTING — Cold blast lanterns and lamps have sold well this fall, previous stocks having been run down to the sorting point. Gas fixtures and mantles are increasing in demand. Lamp burners may advance along with other copper and brass goods. Stoves and ranges have been held back by the mild weather, but there should be a good trade in these during December. Oil heaters, stove stands, coal scuttles and ash sifters are in demand.

SHELF HARDWARE—Tools are in seasonable demand, much repair work being done around houses in preparation for winter. Tool sets are also in demand for holiday presents. Builders' hardware is dropping off with the list unchanged at 50 and 10 off.

SPORTING GOODS—Large quantities of skates, booked for Dec. 1 delivery, have been shipped this week and little indication of hard times is shown by this gauge. Hockey sticks, sleds and snowshoes have also been shipped in fair quantities. Toboggans are beginning to be called for. Exercisers, dumb bells and air guns are other lines in frequent demand.

HEAVY GOODS—There is a better demand for bar iron, screws, bolts and nuts, there being talk of higher quotations for next season. We quote $1.95 on bar iron. Stove bolts, 80 and 12½. Bright and steel wood screws, flat, 85 and 10, and round head, 80 and 10 per cent. Brass screws are flat, 75 and 10, and round, 70 and 10, with talk of an advance.

WIRE GOODS—There has been no booking as yet on this market, but when new lists are issued in a fortnight's time on barb and galvanized wire, copper wire and wire nails bookings are expected. We quote: $2.30 f.o.b. Toronto on wire nails. Coiled spring wire is $2.75 for No. 9, poultry netting is 60 and 2½, while green wire cloth is $1.70 in 100-foot rolls.

MONTREAL METAL MARKETS.

Montreal, Dec. 6.—Apart from an advance in spelter, a weakening tendency has been noticed in other metals. This has not been due to a slackening off in trade, but has been the result of the fluctuation going on in the primary markets. Orders for spring delivery continue very good, while a fair quantity of metal is going out for immediate use. Business appears to have been very uniform, that is to say, all the metals have had their share of orders. If anything, however, spelter has been the best seller. Inquiries are good all the way round, and there is evidently plenty of business coming along. Users, however, still wait for the booking of the order before they purchase the metal for it. This attitude will be altered when metal conditions have thoroughly righted themselves. Prospects look favorable for a good movement in the early spring. Store prices are now in operation in imported pig iron. Trade is fair with stocks in good shape.

Tin has been fluctuating after some heavy sales in London, and has touched prices which were ruling at the end of October before the Presidential election. With the Banca sale over there is plenty of tin on hand, and facing a dull month for consumption all the tendencies are for a reaction. The American consuming demand may, however, be tempted again at the figures now obtaining. There has been some heavy trading done in copper in the English market, caused apparently by the advance in stocks in Wall Street. The result being that quotations have kept remarkably firm. It is stated that nearly 3,000 tons of copper were sold in one day in London. The consuming demand in the States remains quiet, and the market is kept active by speculation across the Atlantic, and by second-hand sales. Conditions, however, are firm. Spelter is the shining light apparently, both London and St. Louis quotations having strengthened under a legitimate consuming demand. Lead again dropped badly. The pig iron situation in the Old Country is quiet and somewhat unsatisfactory. The advance in prices in the States has not continued to bring in relatively stronger orders, as business is stated to be on the quiet side. Finished steel products are about the same strength.

Generally there is little change from last week's situation. The consuming demand in the States has not shown any immediate signs of stimulation. Many of the large consumers bought so heavily around the beginning of November that they are pretty well stocked up, and can afford to regard the changes in the market, so long as they are on the weakening side, with equanimity.

PIG IRON—Locally the markets are quiet for imported pig, the only inquiries being for comparatively small lots for shipment ex-store. All cargoes recently arriving have either been distributed to customers or put into warehouse. Canadian furnaces continue to operate almost at full capacity on orders taken some little time ago. Although there has been no regular scale of prices, quotations generally have been advanced about 50c per ton during the last few weeks. The general opinion seems to be that buying will be light for the next two months, but that there is every possibility of a good movement commencing February or March. With pig iron going out from store, the following prices now obtain: Middlesboro No. 3, $19.50; Summerlee No. 1, $21 to $21.50; No. 2, $20.50.

The English situation continues quiet, Cleveland warrants being quoted at 49s 3d. There is practically no demand for export to Germany owing to the break up of the pig iron combine in the latter place, and the consequent cutting of prices. The Canadian demand is, of course, very limited during the winter months, there being practically no export to this country from Middlesboro between November and May. The redeeming feature is that sellers are asking, and some buyers are prepared to pay, higher prices for deliveries two or three months hence. The market for hematite iron is also quiet. Conditions in the States do not appear so satisfactory as they did, the higher prices ruling not having brought the business expected. Mill operations are steady, although they do not show much relative increase of business.

TIN—Tin continues to be a good seller locally, although with the fluctuation in the primary markets prices have weakened ½c, quotations for small lots being around 33c. It is impossible, however, to set a regular price as tin varies so much from day to day. The English market, after some heavy trading, has shown decided weakness, the bears now having their chance to do some hammering. There is plenty of tin in sight at present and unless a strong consuming demand from New York breaks in, the "bulls" will have a hard fight to keep prices stiff. Tin, however, is a metal of surprises, and no one knows what will happen from day to day in the market.

COPPER—Copper continues unchanged, although there have been rumors of cutting going on. Steady business has been done locally with inquiries strong in character. All the metal being bought is apparently used up at once, so the market is ready to respond to a strengthening movement. We continue to quote jobbing lots at 15½c. The New York copper market has been strong, the advance in stocks helping the situation. In addition, there has been some heavy buying in England with result that firm figures have been ruling. Producers are still keeping off the market, and there is no forcing of sales, the business done being made by second-hand-lots. The consuming demand is quiet, but that, perhaps, is only natural, after the recent heavy buying. There is no doubt that English speculators have great belief in the prospects of a strong consuming demand appearing in the States.

SPELTER—Spelter has continued to show strength during the week, and with good business doing, and the primary markets firming, quotations have been advanced 50c. We now quote spelter at $5.50. Some very good orders continue to be placed in sheets for spring delivery. Inquiries have increased, no doubt, largely the result of the advance in the market. Relatively speaking, there is more business doing in spelter in the primary markets than in any other metal. English buying continues strong, while the St. Louis market is well above the $5 mark, with trading good. There is a strong inquiry for January delivery.

LEAD—Lead has not been changed this week, and we continue to quote $3.80

for imported pig. Business is fair. The English market has disappointed all hopes by falling away steadily since it touched the £14 mark early in November. Lead seems to be without any stability, and it is evident that the demand must be very quiet to permit of such a reaction.

OLD METALS—The market is unchanged with a fair amount of business doing. We quote: Heavy copper and wire, 11½c; light copper, 10¼c; heavy red brass, 10½c; light brass, 6¼c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $12.50; No. 2 cast, $9.

TORONTO METAL MARKETS.

Toronto, Dec. 6.—The past week has been quiet in the metal market, local dealers reporting considerable falling off in trade. No special cause is given. There has been a decrease of a quarter of a cent in copper, while the tendency of tin is to weaken, after many fluctuations in the primary markets, the decrease being one quarter of a cent. Lead is easy, but spelter continues strong, higher figures being quoted outside, but not locally. It is rumored that a trial is being made to force up the price of pig iron on the ground that stocks are light, and there is sure to be an advance. The attempt so far has not been successful, and a well-known authority, in making a forecast, says that the possible supply throughout the world will be in excess of the demand, with a keen competition for orders. The prediction is also made that iron prices will show some further, but not important fall, and will average less than in either of the three preceding years. In steel plates of the thinner gauge there has been a slight advance.

An interesting announcement comes from London through the Iron and Steel Trades Journal that English and American tin plate manufacturers have formed a combine which will practically control the industry throughout the world.

PIG IRON—There is no great demand at present for pig iron and some sellers are endeavoring to have orders placed now on the plea that an advance is probable. There has been competition for orders and stocks are rapidly accumulating. The quotations on English iron are a little easier, while Canadian foundry varies a trifle. The figures are No. 3 Middlesboro, $20; No. 1 Cleveland, $21; No. 2 Canadian Foundry, $18.50 to $18.75. The steel rail mill at the Soo has closed down for a month. The blast furnaces will continue in order to have a sufficient supply of steel on hand to feed the rail mill when it starts again. In spite of all the blast furnaces could produce, the steel plant at the Soo had to purchase Bessemer pig iron from outside points during the past two months.

TIN—The market is unchanged and the fluctuations in the primary markets have, like the ups and downs of life, been many, with a weakening tendency. There is a slight reduction locally and we quote $32.25 this week, instead of $32.50. Tin is full of surprises and no one can tell what a day or a week will bring forth.

COPPER—The prediction is made that the capacity of the mines to produce will be in excess of the consumption of copper, and that prices will be low throughout the year, and will average less than any year since 1902. Though the tendency is strong and the market active, there has been a reduction of ¼c, the quotation being 15c and 15¼c.

LEAD—This is unchanged and easy. There has been a gradual fall in the English market. The figure for imported pig still stands at $3.80.

SPELTER — This is the strongest metal of the week, and there is likely to be another advance, judging from the course in outside markets. Last week's quotation of $5.50 holds. Yet, however, there are many inquiries and active negotiations for January delivery.

SHEETS AND PLATES—Buying is good and stocks are accumulating. One local firm reported this week that business in November was better than in any month since 1905. The outlook is good and the market is firming up considerably. In black steel sheets and galvanized iron the inclination is upward, especially in thin gauge sheets, which have been advanced $1 per ton.

OLD MATERIALS—There is not a great deal doing and some uncertainty prevails, as local dealers have heavy stocks and are still buying all that comes their way. There has been an advance of 50c in wrought and stove iron. The buying prices of dealers this week in scrap material are: Heavy copper wire, 12c to 12½c; light copper, 10½c to 11c; heavy red brass, 10¾c to 11¼c; heavy yellow brass, 8¾c to 9c; light brass, 6½c to 6¾c; heavy lead, 3c; zinc, 3¼c to 3½c; No. 1 wrought iron, $10; stove iron, $12: machinery cast iron, $14.50; rubbers, 8c to 8½c.

HARDWARE TRADE GOSSIP.

Ontario.

W. R. Keys, dealer in tinware, Lindsay, will move into new premises.

Kleaman & Graham, tinware and stove dealers, Mitchell, have sold to Werner Bros.

W. C. Thompson, planing mill and hardware dealer, Inglewood, Ont., is advertising his business for sale.

J. E. T. Armstrong, Parry Sound, has taken a position with R. Chestnut & Sons, wholesale hardware merchants, Fredericton, N.B.

W. A. Akhurst, manager of the Canadian Fairbanks Co. at Vancouver, has been visiting Toronto, Montreal, Sherbrooke and other cities.

T. Moore, late of the Belleville Iron & Horseshoe Company, has removed to Hamilton, where he has taken a position with the Canada Screw Co.

C. B. Miner, hardware merchant, Cobden, has remodeled the interior of his store, and has added an 8-ft. silent salesman to his interior store fittings.

Tenders are being called for the purchase of the hardware stock of the insolvent estate of Jasper Nicholson, in Goderich. The stock is inventoried at $1,694.51.

The Graham Nail Works, Toronto, had to close down several days last week owing to a runaway C.P.R. freight car bumping its way through the factory wall and smashing some machinery.

R. H. Greig, Streetsville, has bought a centrally located site in that town on which he intends to erect a modern brick hardware store next summer. The store will be 33x40 and fitted up in up-to-date style. Mr. Greig has been in business at Streetsville for about 20 years.

Russel C. Chown, Belleville, was a visitor in Hamilton this week, giving evidence in a law suit between W. J. Overend, Peterboro, and the Burrows, Stewart & Milne Co. The Chown Company up till five years ago made a currycomb for Overend, on which the Hamilton concern are claimed to be infringing.

J. A. Acton, hardware merchant, of Eganville, will open a hardware store in Ottawa, at an early date and remove to that city. He will retain his business interests in Eganville, where for many years he has been a prominent and public spirited citizen, occupying a seat at the council board. William Watson will manage the store in Eganville.

Quebec.

L. I. Matts, of Buckingham, Que., has been on a visit to Montreal.

Leclerc & Charbonneau, tinsmiths, Montreal, have dissolved partnership.

A. Place, of Millington, Que., has been visiting hardware circles in Montreal.

C. J. Willson, of Massena, New York, has succeeded J. F. Nisbet as advertising manager of the R. E. T. Pringle Company, Montreal.

A. R. Hart, in charge of Lewis Bros., Montreal, sample rooms in Calgary, has been spending a few days in London before visiting headquarters.

A. O. Campbell, representing Lewis Bros., Montreal, in Vancouver, passed through Montreal on his way home, having spent seven weeks in the Old Country.

A. A. Cattanach, formerly in the invoice department at Lewis Bros., Montreal, and now in the invoice department at Miller-Morse Hardware Co., Winnipeg, was married last week at Winnipeg to Miss Jennie Young.

Alex. Ramsay, of A. Ramsay & Son Co., has been appointed one of the delegates to represent the Heather Curling Club, Montreal, on the Canadian team of curlers to visit the Old Country this winter.

The Montreal Rolling Mills hockey organization has resigned from the manufacturers' hockey league. J. A. E. White, of the Canadian Rubber Company, Montreal, has been elected president of the league.

Howard & Cohen, stove manufacturers, of Morrisburg, Ont., are moving their business to Valleyfield, Que. They are busy erecting new buildings, and will commence manufacturing within a few weeks.

The employees of the Garth Company, Montreal, have organized a hockey club and have entered the newly formed Montreal and Suburban Amateur Hockey League. Jack L. Cameron, one of those instrumental in forming the club, will have charge of the team. The members expect to make a very good showing.

At a meeting last week of the Montreal Industrial Exhibition Association, the Montreal Retail Merchants' Association, the Builders' Exchange, the Harbor Commissioners, the Real Estate Association, and the Delaware & Hudson River were each given a representative on the executive board. The city's representation was increased from 11 members to 15.

Trade News From Atlantic to Pacific

Maritime Provinces

Prince Edward Island Enjoying Prosperity—Chatham, N.B., Likely to Secure Mining Industry — Maritime Travelers to Hold Banquet at St. John.

HALIFAX.

November 30.—Business throughout Nova Scotia is in a prosperous condition at the present time and the outlook for the future is most promising. The Rhodes-Curry Company, Amherst, have orders now on hand for railway equipment totalling over one million dollars. They have just closed an order for one thousand box cars for the Canadian Northern Railway. This order will keep the works running to fullest capacity for some time. Last week the company's car erecting shops, together with eighteen cars, were completely destroyed by fire, causing a loss of $100,000, and throwing one hundred men out of employment. These mechanics lost all their tools, the kits being valued at from $50 to $200 each. The company will rebuild the shops at once. The new building will be a modern one in every respect, and thoroughly equipped throughout. It will be four hundred feet long by 180 feet wide. A paint shop detached will also be built. The company is now assembling the stock and the work of construction will be pushed as rapidly as possible.

The town council of Dartmouth has accepted the tender of the Canadian Rubber Company for five hundred feet of fire hose.

Many questions regarding traffic on the Intercolonial Railway were discussed by representatives of the Board of Trade, and General Manager Tiffin of the I.C.R., at a conference held here last week. The delegates asked for reduced rates on special switches in Halifax. It was urged by the manufacturers using the switches that the rates charged are too high. Complaint was also made in regard to the assembling of goods for export. Mr. Tiffin promised that the road would meet the steamer rates from Halifax to Sydney. In order to compete with water transportation from Montreal, the road meets the steamer rates, and Mr. Tiffin promised to give the same facilities to Halifax merchants that are extended to Montreal shippers. The delegation was headed by President Faulkner of the Board of Trade.

The Dominion Iron & Steel Company and the Nova Scotia Steel & Coal Company are stated to be contemplating the instalation of steam turbine plants. John Preston, mechanical engineer of the Nova Scotia Steel & Coal Co., has reported in favor of the instalation of a turbine generator at Sydney Mines, and it is expected that this will be put in at once. The Dominion Iron & Steel Co., it is expected, will add turbine generators to their plant during the coming spring.

The Berlin Lumber Co., operating near Sable River, Shelburne County, has completed the construction of five and a half miles of railway, which taps the Halifax and Southwestern Railway. The company expects to ship ten mill on feet of lumber this season.

As an evidence that there is something doing at the works of the Starr Manufacturing Co., at Dartmouth, in skates during the last month or so, shipments have been made in large quantities to Hamburg, Germany ; London, England ; Glasgow, St. John's, Newfoundland; New York, Pittsburg, Boston, New Haven, Providence, Duluth, Winnipeg, Toronto, Montreal, Hamilton, Prince Edward Island and St. John, N.B. In fact, "Starr" skates find their way into all parts of the world. where water freezes. These shipments are yearly occurrences and show that the Starr Co. is holding its own against the competition of German goods.

The rail department of the Dominion Iron & Steel Company started on Friday manufacturing the $16,000 order for the New South Wales Government. The last ton of the Punjab order has been run out into the yards, and will be shipped as soon as a steamer arrives to take them to India. The Mackenzie & Mann order has been finished, and as the company need the rails they are being shipped away. W. A. Sandberg has arrived at Sydney to inspect the order of rails for the New South Wales Government.

J.H.

ST. JOHN.

December 2.—Two cut-up mills owned and operated by the Inglewood Pulp & Paper Co., at Musquash, N.B., were destroyed by fire Nov. 27th. The loss is estimated at $22,000, and there was $13,000 insurance.

The Maritime Commercial Travelers' Association will this year hold its annual banquet in the Royal Hotel here on Dec. 17. Arrangements are being made for having several speakers from outside points. The last time St. John was favored for this event was four years ago. Last year's meeting was in Halifax. R. E. March, Hampton, N.B., the recently-elected president, will preside.

W. E. H.

NEWCASTLE, N.B.

December 1.—The one topic of discussion among business men of Chatham, a thriving town of 5,000 people, six miles from here, is the visit of J. J. Drummond and F. C. Parsons, of the Canada Iron Corporation, who were there last week inspecting facilities for shipping iron ore from the new mines, a few miles north of Newcastle. Mr. Drummond remarked before leaving that. "It looks as if we had found the very place that we want quite by accident." It was at first intended to ship the ore through Bathurst, but investigation showed that it would cost too much to put that harbor into satisfactory condition. If, as is now probable, the Drummond people not only ship from Chatham, but finally locate their smelting works at Chatham, it would mean that very soon steel works would be established there. The company ask for low freight rates on the I.C.R., the providing of suitable docks, and a fixed assessment of $50,000. The channel in the river must be dredged to a depth of 25 feet. Two steamers will be employed carrying 5,000 tons each. The output at the mines is expected to be 2,000 tons a day. Besides the smelting and steel works, a site must also be available for the building of a number of pockets on the waterfront, each with a capacity of 5,000 tons. A year must elapse before ore is shipped, as a railway fourteen miles long must be built from the I.C.R. to the mines. Building of the smelter will take a year. The I.C.R. into Chatham is being diverted along the waterfront to be more convenient for shipping. The diversion will cost $400,000.

Since June the Bay of Fundy Mining Company has realized 65 tons of copper from their mines at Goose Creek, N.B. They have 16 men at work and expect to have their own smelters and a new dock next year.

The Lounsbury Company, Newcastle, are enlarging their Moncton warehouse. The company are in the furniture and farm implement business.

H. H. S.

Province of Quebec

Montreal Wholesale Hardwaremen Form a Hockey League.

GEORGETOWN, P.E.I.

November 30.—Work is now well under way on the lobster hatchery which the Dominion Government is building at Georgetown. J. M. Clark, Summerside, has the contract, and it will be completed this fall.

The hardware men are preparing for their share of the Christmas trade, which promises to be excellent. Should the roads be good it would no doubt be the best in the history of Prince Edward Island. This is the second bumper crop the farmers have had in succession and as they have been receiving the maximum price for everything salable the financial position is excellent.

The fall sales of guns and other firearms are good, with a large increase in the sale of ammunition.

Business has been good in most lines. A large increase in the sale of roofing material is noticeable.

The remodelling of the post office has commenced. The Government are expending $5,000 on improvements. A new up-to-date sewerage system will be installed and the whole building put in first-class condition.—R.R.M.

MONTREAL.

December 2.—The successful formation of a Wholesale Hardware Hockey Association in Montreal and the drawing up of a very fine schedule of matches have caused the greatest enthusiasm amongst the boys, and in fact amongst the older ones too. Hockey talk and conjectures as to the rival merits of the

H. B. SEYBOLD, MONTREAL.

various teams are heard on all sides, and the opening match on January 6 is awaited with the utmost eagerness.

The association is fully representative, the following houses running teams: the Canadian Fairbanks Co., Caverhill, Learmont & Co., Frothingham & Workman, Lewis Bros., and Starke-Seybold Co.

Vice-President, C. M. Rudel; Secretary, E. C. Dingman; Treasurer, P. Bolan. Executive Committee: J. O'Dell for Caverhill, Learmont & Co.; Fred. Gibb, Starke-Seybold; W. L. Watson, Canadian Fairbanks Co.; G. N. Coyle, Frothingham & Workman; and C. J. Walker, Lewis Bros.

A schedule of matches has been agreed upon, and various rules concerning the play, etc., decided. The Duluth rink has been secured by the league for Wednesday evenings and all the matches will be played there.

With such a strong list of matches, and the admittedly good playing qualities of the teams, most interesting and exciting games should be witnessed. There is one thing lacking, however, and that is a cup to be played for. Undoubtedly the boys would appreciate the donation of such a prize to the association. It would be something tangible to work for and would keep up interest in the league in future years.

H. B. Seybold, elected president of the league, is a member of the firm of Starke-Seybold Co., Montreal, and is in charge of the city sales. Mr. Seybold takes a keen interest in hockey and in other sports and has displayed great enthusiasm in the formation of the league.

Ontario Trade News

Chatham Merchants Keep Up the Agitation Against Paying Cartage Charges at Point of Shipment—Fort William Hardwareman Finds it Hard to Make Tinshop Pay.

OTTAWA.

November 30.—Wm. A. Rankin, corner Bank and Florence Streets, has moved into his new and spacious store just across the street. Moving a hardware stock entails a lot of hard, heavy work,

Hardware Men Playing Hockey at Montreal.

The following have been elected officers of the association:—Hon. Presidents, George Caverhill, E. C. Eaton, H. J. Fuller, J. G. Lewis and William Starke; President, H. B. Seybold; First Vice-President, C. M. Strange; Second

and demands a systematic guidance, all of which is being evidenced in the above transfer. The new premises are large, well lighted and appropriately fitted to handle a large and increasing trade. The change from the old quarters to the new is being made just in time to adequately cope with the holiday rush.

Mr. Dey, of the National Manufacturing Co., Catherine Street, reports the factory away behind in orders. Business is very promising and steady work is required to fill all bookings. Interrogated as to making Ottawa the headquarters of the company, since the Pembroke fire, he could not at present give any decisive reply.

Charles Loux, furniture and stove dealer, on Clarence Street, has made an assignment. The Guelph Stove Co. recently received judgment against this firm for $99.

Building Inspector Fotheringham, in reviewing the building operations for the past year, reports a large number of brick dwellings having been erected. The permits issued last week numbered nine, and amounted to $22,600.

The Hamilton Powder Co., about whose proposed factory in Janeville, objection was taken some time ago, will make an effort to obtain power to operate it. The company was first given a license by the township of Gloucester, but when people living in the vicinity objected, a by-law was passed withdrawing the license and refusing the company the privilege of operating the factory. Application has been made for a motion to quash this by-law, on the grounds that the township council has no power or right to pass a by-law revoking the license to operate. December 12 is the date set for the hearing of the application.

Trudel & McAdam, and J. J. Enright were the successful tenderers for fire escape appliances for the Duhamel and Breboeuf schools.

G. E. M. H.

GUELPH.

December 1.—Stevenson and Malcolm have a number of men at work instaling an electric lighting system in St. Andrew's Presbyterian Church. The contract price was $450.

The first Christmas window in the hardware line appeared in the Bond Hardware Co.'s store to-day. Silverware and fine cutlery are shown to good advantage.

H. Occomore had a very successful graniteware sale last week.

McMillan Bros. make brass goods a feature of their Christmas trade and this week are showing a handsome line in their interior show cases, in which electric lights have been installed. Plans for two very beautiful Christmas windows have been drawn up by their trimmers, and from the designs a pair of very dainty ones will no doubt be shown.

The Templin Mfg. Co., Fergus, has made a new departure in their manufactures. They are placing on the market a strong see-saw for the children's use. There is a good sale for this article in the U.S. and the Templin Co. expect that its success there will be repeated in Canada.

The work on the oil well at Lochalsh, near Goderich, has been stopped, the drill breaking in the soil when 850 feet down. The company has now given up as there were no signs of oil.

Chas. Washington and Gordon Aulluson, of the Dixon Lighting & Heating Company, Toronto, who have been in Goderich for some time instaling light-

ing systems there, have left for other points in the Province.

Habel & Hammell, Goderich, have been awarded the contract for the cement work on the electric railway between Goderich and Kincardine.

One of the busiest factories in Preston for the past year or two has been Salyerd's Brush Works. While other factories have been silent, the Salyerd factory has been busy turning out hockey sticks by the thousand, having a market for them both in Canada and the U.S. Sleighs and rocking horses are also turned out in large numbers.

The by-law to grant a loan of $25,000 to the Morris Piano Co., Listowel, to rebuild their factory, was carried by a practically unanimous vote of the Listowel ratepayers.—A.W.

PETERBORO.

December 2.—After having been closed about a year the William Hamilton Foundry opened this week with fifty employes. The new company formed to operate the factory, is known as the William Hamilton Company, Limited, and is composed almost entirely of Peterboro capitalists. The company has several orders to fill including one from the City Commissioners, of several hydrants, and a pump for the pumping station. The work on hand will keep them busy for several months. The reopening of the factory is welcomed by the workingmen of the city, more so from the fact that only a couple of months ago it had been disposed of to the A. R. Williams Company, Toronto, who were dismantling it of machinery, stock, etc., when the present men at its head decided to open it again.

J. J. Turner & Sons exhibited their hospital tents and equipments at the Tuberculosis Convention in Montreal. Before returning they disposed of their entire exhibit. During the past week they have shipped several crates of camp goods to a large retail firm in London, England, and have received letters from Broussa, in Asiatic Turkey, from firms asking for catalogues and information about their products, particularly respecting their hospital tents. This is another illustration of the truthfulness of the oft-repeated epigram—Advertising pays.

Peterboro hardwaremen are this week advocating the sale of lumbermen's supplies and their windows are dressed accordingly with saws, axe-handles, axes, hatchets, knives, etc.

Building operations in Peterboro at present are taking on a lively air. Several new houses are going up in all parts of the city, in addition to a large block which, when completed, will be divided into six stores.

Business on the C.P.R. here is increasing rapidly, due to the activity in the mills of the Quaker Oats Company and the Cordage Company. The former disposes of a train load of oats per day, and sends out an equal quantity of of manufactured goods, while recently for the Cordage Company there were 25 carloads of sisal for rope manufacture left on their siding. Business is also brisk on the G.T.R. and about 50 trains per day now pass through Peterboro.

Jas. Thompson, M.P.P., and Warden of Peterborough County, has decided to sever his connection with municipal politics at the end of the year. Mr. Thompson is Reeve of the Village of Havelock, where he carries on the business of a general merchant—B. T. H.

LONDON.

December 1.—Local hardware dealers report a slight improvement in business the past few days, and now that the weather has become more seasonable there is reason to look for a substantial revival.

The Lovejoy Plough Company, of Cambridge, Mass., probably the largest manufacturers of steel ploughs in the world, will shortly open an agency in this city, the first in Canada. The agency, it is understood, will, in a short time be followed by a branch manufacturing plant in London. Charles Elliott, general manager of the company, is a son of the late John Elliott, for years proprietor of the old Phoenix Foundry in this city.

Fred. Ellis, traveler for the Gurney Stove Company, who is leaving the city, was waited upon at the Gurney store in this city the other night and presented, on behalf of the plumbers and steamfitters of the city, with a handsome gold-headed umbrella and amber mouthpiece pipe.

Grand Trunk officials report that the company is handling about 150 more cars daily than at this time last year.

The fact that the Grand Trunk has bought out a local hotel, with license privilege, is taken to mean that the company will soon begin the erection of a new passenger station and that the license is wanted for a hotel to be built in connection therewith. It is said construction work will begin in the spring. If the company carries out this programme there can be little doubt next year will see the completion of track elevation through the city.—F.T. Y.

FORT WILLIAM.

November 30.—Gerry Bros., who recently purchased the stock and business of the Fort William Hardware Co., will move as soon as possible from the quarters that they have been occupying and utilize the premises on the corner of Victoria Avenue and Simpson Street, where the Fort William Hardware Co. were doing business. Until then they are managing both the stores.

J. L. Wells, manager of the Fort William Hardware Co., has opened up a tinsmithing establishment on the corner of May and Miles Streets, and it is improbable that Gerry Bros. will handle the tinsmithing business.

In conversation with Mr. Gerry, he said that his experience in the tinsmithing business in connection with the hardware business has not been satisfactory. He found that at certain times in the year it was necessary to keep several gangs of men at outdoor work, and it was almost impossible to make any profit on contract work secured in competition unless the men had the spur of personal supervision. Such work as came in from ordinary business connections was all right, but the larger competitive jobs were cut so close that the master tinsmith should be constantly on the work if he did not wish his men to absorb all the profit by slow work.

Steel and concrete is the principal material used in the new block now under construction for Mr. Cuthbertson, on the corner of Victoria Avenue and May Street. The contractors are Carter, Hall & Aldinger, and it is their intention to have the work carried on all through the winter and have the building ready for occupation by the beginning of March.

Now that the Grand Trunk Pacific bridge is completed and tracks laid on the other side of the Kaministiquia river down to their dock site, construction is commencing to move apace. This week the first sod of the 4,000,000-bushel elevator was turned by Mayor Murphy in the presence of nearly 1,000 people. The contract for this big storage house has been awarded to the Jas. Stewart Co., Chicago, whose representative, Mr. Sinks, is now on the ground in charge of the work. Pile-driving will be commenced in a few days and the construction company is preparing to build accommodation for upwards of 1,000 men, who will be employed on their work.

Mr. Carnegie has granted $50,000 towards a public library in Fort William, and plans for this will be prepared and the work carried out next summer. Although this has been a record building year for Fort William, there are now more buildings in sight for construction next summer than there were for this summer at the corresponding date in 1907. Besides the Carnegie library, there will be two bank buildings, the Traders and the Bank of Commerce, and there will also be a new church erected by the Methodist congregation, besides a number of private houses that will be built by parties who have secured their sites this fall.

The city and the C.P.R. have just about arrived at a settlement regarding the extension of tax exemption for 15 more years. Under the proposed agreement the railway company will be compelled to make a very large expenditure here, and will acquire lands on one of the islands across the river, where new coal dock, freight sheds and other works will be erected. The river will be bridged, and another bridge built across the McKellar River, connecting the two islands. Both these bridges will have to be steel swing bridges. A new passenger depot and a cleaning elevator are also said to be among the expenditures that the company will guarantee. They will have a fixed rate of taxation for the period mentioned of $30,000 per year.

F. R. L.

HAMILTON.

December 2.—The death occurred here last week of Henry Peter Coburn, Vice-President and General Manager of the Sawyer-Massey Company.

Brown, Boggs & Co., of this city, have instituted proceedings against the Ornamental Iron Company of Toronto, composed of Joseph Lee, George Shea and E. A. Lee, to recover two pieces of machinery made for the firm, or the cost of the same.

Adam Hope, son of the late Senator Adam Hope, iron dealer, with whom

the latter was associated for many years, died on Wednesday, Nov. 25. Previous to his death he was with George Hope in the hardware brokerage business.

It is proposed to build another big structure in the business section of the city. The site is at the corner of King William and James Streets, but the nature of the building has not yet been given out. It is said that it may be an office building or probably an hotel. —D.L.

CHATHAM.

December 1.—Since the passing of the strong resolution of the Retail Merchants' Association respecting cartage charges some months ago, little has been heard of the matter on the surface. Nevertheless, inquiry shows that most of the leading merchants are "standing pat" on the question. The exact extent to which their efforts to effect a reform have been successful is hard to say; nevertheless, in many instances good work has been done. Results have been largely individual, depending on the standing and firmness of the merchant and upon the firm with which he was dealing. On the whole, an encouraging beginning has been made.

Not only have results been secured in regard to cartage charges at the point of shipment, but good work has also been done in respect to charges for cases, a matter which was also included in the scope of the local association's resolution. One hardwareman was allowed as much as $20 by one wholesale house on a return shipment of empties, practically the same money that was charged for them. This merchant estimates his gain for a year on casings and boxes alone at approximately $150, and puts his prospective saving in the matter of cartage at an almost equal amount.

So far as can be learned, the hardwaremen have fared a little better than merchants in other lines. Some merchants apparently made merely a perfunctory effort to gain their point; but those who have stood out have been able, in many instances, to secure results worth the trouble. "We are asking merely what is right," was the view expressed by a hardwareman this afternoon. "It is fair for the wholesaler to pay the cartage on one end and for us to pay it at the other. In many cases the wholesalers do their own carting, anyway. As for the returned empties—well, they are worth as much to the shippers as the cash, probably more."

Last week there was a slump in stoves, due to the sudden return of summery weather. This week the cold spell has inspired a renewal of activity, and stoves are moving out pretty well. "We have just supplied three brides," remarked Peter Cunningham to The Hardware and Metal representative to-day.

The natural gas boom has had one curious effect on the stove business. Naturally, one would look for a big sale of gas stoves and the dumping of a large number of second hand coal and wood heaters on the market. Apparently nothing of the kind has occurred. In fact, the gas boom seems to have had a certain retarding effect on the sale of new stoves. While for coal a stove must be practically perfect, for gas heating it seems pretty nearly any old stove can be fitted up with gas fixtures and made to give good satisfaction. Hence, abandoned stoves have often been equipped with burners, and are, apparently, doing good work. The gain in gas stoves is due largely to the fact that, where one large coal heater was formerly used in a house, now a number of small gas heaters will be used.

The refitting of coal heaters and ranges in preference to the purchase of new gas heaters and ranges is largely due to a suspicion in the minds of a large section of the public that the gas supply is not destined to last. Hence a natural desire to have when the time comes a stove that is readily convertible to coal, and to have, likewise, only a little money tied up in gas burners instead of a great deal in gas stoves. During the past month there have been frequent complaints that the gas pressure is inadequate, though the blame for this is placed on the fact that the mains are too small. The visit last week to the fields around Merlin of the London Board of Works, and the resulting report of Ald. Rose, of London, to the effect that "There is not enough gas in sight at this time to supply London," tends to accentuate the general belief that the field is by no means inexhaustible. Even if a supply is ultimately found sufficient for the Forest City, the people there will have to fight out the old question of purifying the gas.

The Consumers' Gas Company, of Wallaceburg, held a meeting last Wednesday, when the following officers were appointed: President and General Manager, Dr. Hay; Directors, D. C. McDonald, D. A. Gordon, M.P., W. J. McDonald and H. A. Stonehouse.

Peter Cunningham & Co.'s hardware staff have been pretty busy of late moving goods into the firm's new warehouse, the cement floor of which has recently been completed. Mr. Cunningham has now one of the largest and most up-to-date hardware warehouses in the city.

A. B. Dobbyn, of the Hodgins Hardware Company, London, was in the city last week on business.

Will Miller, of Calgary, who was some five years ago a member of Westman Bros.' hardware staff, and who is now traveling for a hardware house in the West, paid a flying visit to Chatham friends last week.

A hardwareman remarked to-day on the large number of changes which have taken place only recently in the travelers who visit Chatham. Old friends have dropped from the route, or changed firms; in fact, it looks like a general shake-up.

Judson W. Buck, brother of the late William Buck, of the Buck Stove Co., who passed away in Brantford recently at the age of 67, was an old Chathamite, having formerly managed a plant in this city, as well as one in Stratford.

Does the electric sign business offer a possible line of profit for hardwaremen in the smaller cities? The question is suggested by the marked advance in the use of electric signs for advertising purposes, noticeable in Chatham during the past year or two. The latest sign to be installed was one for the Rankin House, the sign being erected by the Joseph Price Co., of Toronto. Hitherto local hardware firms have not sought business along that line, the only concern, outside the Chatham Gas Co., interested in electric work, being Brisco Bros.

Canadian Gas Power & Launches, whose Chatham plant was formerly the Defiance Iron Works, announce that they have decided to enter the field of general jobbing and repair work in both foundry and machine departments, replacing broken or worn machinery parts of every description. They are also prepared to take charge of power operations in the handling and conveying line.—W. E. P.

British Columbia

Lumber War at Victoria—Paint Manufacturer Killed—Fernie Hardwareman in Luck.

VICTORIA.

November 28.—The Oak Bay municipal council have decided to purchase rock crushing and road-making machinery. The water and sewer redistribution is also to be put through at once.

Alderman Meston is at present making a $7,000 addition to his carriage factory and blacksmith shop.

The pulp mills at Swanson Bay, B.C., the property of the Canadian Pacific Pulp Co., it is expected, will be ready for business next May. The most of the machinery is on the site, the foundations for the most part are down, and the last of the machinery will arrive on the Blue Funnel liner next March. For a time operations will be confined to pulp. Later it is intended to add the necessary machinery to make the finished product,—paper.

Hardware and Metal of Nov. 14 has set hardware men to work figuring out the best ways and means of making their best advertising medium — their window—look its best and attract as many customers as possible for the Christmas shopping.

Victoria city council have rejected the tenders for the pumps for the high pressure salt water system, the tenderers having, to a more or less extent, ignored the city specifications and substituted their own. New tenders are to be called for.

There seems to be a lumber rate war on in Victoria. Some of the local dealers have been selling lumber at $15 a thousand feet, and they have now suddenly dropped to $8 a thousand. The export price to-day is $11.

The pumping machinery for the North Dairy Farm pumping station arrived in the city this week. The pump is a large one, capable of pumping 3,600,000 gallons every 24 hours. It was manufactured by the John Inglis Company, Toronto, the price being $17,800.

This week the citizens of Ladysmith will decide by vote as to whether the

city council will expend $50,000 on a sewerage system. There is little doubt but that the by-law will carry, for the election of the council was practically a declaration in favor of the sewer system. Since that time the demand has increased.

A very sad accident occurred here on Nov. 23 when E. C. Pendray, of the B.C. Soap Works, and British America Paint Co., was killed by being run over by one of the company's drays. He was on the seat with the driver when the horses shied at an automobile. Mr. Pendray jumped off the dray and the wheels of the heavily loaded dray passed over the upper part of his body, death being almost instantaneous. He was superintendent of the B.C. Soap Works, and was the eldest son of W. J. Pendray, who established the B.C. Soap Works many years ago.—W.B.C.

VANCOUVER, B.C.

November 28.—The campaign "To Build Now," which is being agitated in many cities on the American continent, is evidently being followed out here, but buildings are steadily going up. The value of permits issued for the various months of the year have been very satisfactory, even when compared with those of the better times of over a year ago, and last week they reached $89,900. In this amount was included one for $40,000, for an office building on Pender Street, to be erected by Dr. Riggs and S. Salmon. Perhaps one of the reasons for continued building is the cheapness of lumber. For several months past, the local price has been what has been offered, and mills are selling without any adherence to schedule prices. That means that people can get lumber very close to cost. This week there was a big cut in lumber prices in Victoria, from $15 to $8, caused, it is claimed, by shipments from Vancouver at a low figure.

The opening up of one of two logging camps presages better times in the lumber industry, though nothing much is expected for a couple of months yet. It was a good suggestion made by Peter Lund, managing director of the Crow's Nest Pass Lumber Company, which has a mill at Wardner, B.C., that everyone interested in the trade, lumber manufacturers, retail dealers, contractors, etc., should meet in Calgary and talk over the situation. It would enable the mill owners to size up the demand, as Mr. Lund fears there is a possibility that if the demand is to be any way good next spring, there may not be a sufficient log supply.

A train load of machinery and equipment, to be used by Foley, Welch and Stewart, in the construction of the G.T.P. in the north, arrived this week from Portland, Oregon. It has recently been in use in building the North Bank line of the Great Northern Railway between Spokane and Portland. Two six-ton steam shovels were the largest pieces of the outfit.

Frederic Nicholls, general manager of the Canadian General Electric Company, of Toronto, is here this week, and went over to New Westminster where the tenders for the construction of the bridge from New Westminster to Lulu Island were opened. These tenders were so high that it was found an additional outlay of from $20,000 to $25,000 would be necessary, and the ratepayers will be asked to approve the expenditure of this sum before the contract is finally awarded. Subject to the ratification of the money by-law, the tenders accepted were that of the International Contract Company, Seattle, for the sub-structure, at $29,642, and of the Canada Foundry Company, for the superstructure, at $26,831.25. The United States Steel Products' Company's tender for the superstructure was the lowest, but as it was only $120 less than that of the Canada Foundry Company, it was decided to give the Canadian firm the preference.—R. R. B.

FERNIE, B.C.

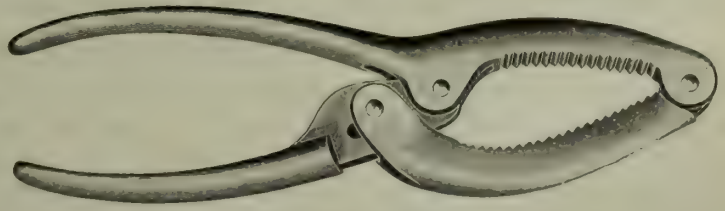
Nov. 28.—J. D. Quail has opened up his new hardware store. It is of concrete, which is largely entering into the construction of the new Fernie, and is one of the finest buildings in the city.

There is every prospect of a gas plant being installed here in the near future. Tenders are being called, and it is proposed to lose no time in installing the utility.

Fernie friends of E. McBride, of the McBride Hardware Co., of Calgary, are wishing him the best success in his copper mine venture, and if his expectations are realized he will soon have a good property. With him is associated Mr. Baynton, lately of Cobalt, and some fine ore has been discovered north of Banff. A splendid report has been received from the assayers.—B. R.

LEVER GRIP NUT CRACKER.

The Turner & Seymour Mfg. Co., Torrington, Conn., are the manufacturers of this new and patented nut cracker. The "Lever Grip" acts as its aptly descriptive name indicates, it being necessary to apply but a slight pressure upon the co-operative levers to break the shells of the toughest nuts grown. This ease of action is obtained by means of the unique sliding groove of the movable lever. Springs which are always objectionable, have been eliminated. The nut cracker is nickle-plated and is not a toy. It weighs 8¾ ounces and is 6¾ inches in length from tip to tip.



Lever Grip Nut Cracker.

SPLIT "D" HANDLE.

The Canadian Shovel and Tool Co., Hamilton, is making the split "D" handle which is taking very well with the trade and meeting with growing favor. The "D" of the prevalent type has the prevalent defects also. Recently a much better and more effective substitute has been produced and in the cut here presented of the split "D" handle there are three or four features

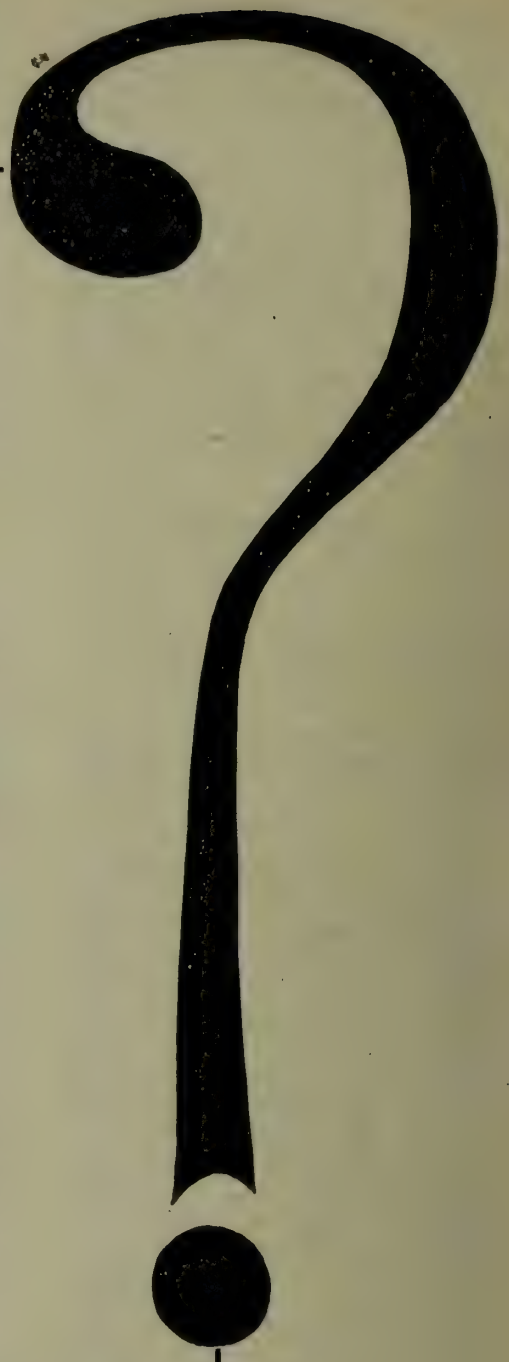
Old and New "D" Handles.

worthy of note. The hand-grip has the grain of the wood in a lateral position in place of vertically as in the old type of D. Where the split terminates the handle or stem is reinforced by a swell which more than offsets the wood cut away by splitting. The solid drawn steel cap is constructed to cover the ends of the split stem, and also covers the tenoned ends of the hand-grip. It allows of the stem being fixed so that the edge of the grain can be placed vertically which cannot in all cases he done in the old style D.

NEW KNURLING TOOL.

The Armstrong Bros. Tool Co., Chicago, are introducing a self-centering knurling toool with only two pieces, exclusive of knurls and pins. There are two points of construction in a knurling tool which are essential to obtain lasting qualities in the tool itself and uniformity in the work which it produces. It must be self-centering with as little lost motion as possible and the knuckle or joint must have ample bearing to resist the severe strains of both end and side thrust. In both of these essentials as well as in general design and high quality of material and workmanship the Armstrong knurling tool is unexcelled. A catalogue will be sent free on request.

Knurling Tool.



CAN WE HELP YOU

There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinners' tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want. ad." and in four days' time practically every hardware merchant, clerk, hardware manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap.

We can help you but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

RATES : (*payable in advance*) 2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.

HARDWARE & METAL

Montreal **Toronto** **Winnipeg**

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

EVERY HARDWAREMAN should handle the Time Saving Coupler. It is a sure saver of time and temper, it works simply and instantaneously, and its joints are absolutely watertight. The unusual advantages possessed by the Time Saving Coupler will make it popular among your hose using customers. (tf)

FOR SALE.—On easy terms to responsible party, one of the oldest established hardware businesses in Eastern Ontario. Stock $4500.00, turnover about $15,000.00 a year, energetic man can easily increase. Good reason for disposal. Address Box 762 HARDWARE AND METAL, Toronto, Ont. (48)

FOR SALE—Safes. Fine new fireproof safe, new burglar-proof safe; latest type; prices right. The Canadian Fairbanks Co., Ltd., 26-28 Front St. West, Toronto. (44f)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT WANTED by cutlery manufacturer in Germany. Goods are already known in Canada, having been sold for 30 years. Sole Canadian agent to be appointed. Good connections necessary. Applications to Box 2915, HARDWARE AND METAL, Montreal. (50f)

CHAINS, ANCHORS, &c.—A Lancashire firm manufacturing chains, anchors, windlasses winches, capstans, steering gears, tanks, iron buoys, pontoons, lighters, dock accessories, &c., desires to communicate with Canadian firms, with a view to opening up business connections. (1538f,45)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

HARDWARE man, 27 years old, 8 years' experience Thorough knowledge of the trade, also practical knowledge of electricity, heating and plumbing, desires position as traveler for wholesale hardware or for electrical or plumbing and heating goods. Willing to work. Satisfaction guaranteed. Excellent references. Box 768, HARDWARE AND METAL, Toronto. (50)

WANTED—Position as salesman, four years' experience in heavy and shelf hardware in French and English. Best references as to ability and character. West preferred. Box 769, HARDWARE AND METAL. (48)

BUSINESSES WANTED.

The business of your next door neighbor may be for sale, and you would not know anything about it. The only way to get replies from the trade everywhere, is to advertise in a paper which reaches the trade everywhere in Canada.

WANTED—To buy, hardware, stove and tin business in good western Ontario town. Stock from four to six thousand. Box 771, HARDWARE AND METAL, Toronto. (53)

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad. under the heading, would probably put you in touch with the right man.

FOR SALE—$2500 share in an established hardware business. Address Box 772, HARDWARE AND METAL, Toronto. (51)

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

RETAIL HARDWAREMAN, with wide experience, wishes to establish himself as manufacturers' agent in Toronto, and would like to correspond with manufacturers who are interested. Best of references can be given. Address Box 101, HARDWARE AND METAL, Toronto. (tf)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE BUYER WANTED. One thoroughly familiar with machinists' tools as well as all lines of hardware. Apply Box 770, HARDWARE AND METAL, giving full particulars of experience, salary, etc. (f)

PRACTICAL MAN, with knowledge of stove manufacturing, for assistant superintendent. P. O. Drawer 256, Hamilton, Ont. (44tf)

WANTED—Tinsmith; steady employment; must have good references; state age, whether married or not, wages expected. E. S. Hubbell & Sons, Thamesville, Ont. (44 f)

WANTED—Young man for clerk in general store; send references and state wages without board. A. S. Lambe & Son, Meadowvale. (44 f)

WANTED—FIELD FENCE SALESMAN—Advertiser is open to receive applications for the above position. Apply, stating references, experience and salary expected, Box 763, HARDWARE AND METAL, Toronto. (47)

WANTED—Salesman to cover territory Province of Quebec and Eastern Ontario. Applicant must have good connection with wholesale and manufacturing trade and be experienced in wire and wire product lines. Box 766, HARDWARE AND METAL, Toronto. (51)

GENERAL tinsmith wanted—Good, all-round man for jobbing shop in large town in Niagara Peninsula. Must know furnace and small plumbing work. Must be sober and industrious. Apply immediately. Box 773, HARDWARE AND METAL. (50)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE business for sale in thriving western Ontario town. Good steady business for young man. Satisfactory reasons for selling. Stock about $4,000. Reasonable terms of payment. Address Box 767, HARDWARE AND METAL, Toronto. (51)

ARTICLES WANTED.

If you cannot afford to buy a new counter, show case, screw cabinet, store ladder, or some other fixture which you could use to advantage, try a "Want Ad." under "Articles Wanted," and you may get what you want at a bargain price.

SET of tinsmiths' tools. Would prefer set with 8-in. brake. Send list, with price, to G. A. Binns, Newmarket. (49)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of gasoline lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

SHEET Metal Pattern Drafting taught by mail. A cheap, plain and practical course for tinsmiths on easy payments. Our students tell us it is fully equal to the high priced courses. Write for application blank and particulars. The Sheet Metal School, Galt, Ontario. (50)

TECHNICAL BOOKS

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co. Technical Book Dept., 10 Front St. East, Toronto.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

Winnipeg, Dec. 1.—One of the matters that is receiving a great deal of attention in Winnipeg to-day is the suggestion by Thompson-Seton that a World's Fair should be held in Winnipeg in 1912 to commemorate the arrival on the banks of the Red River, of the first of the Selkirk settlers. The matter is only in the tentative stage at present, but it is being very freely discussed by the press, not only of Winnipeg, but the West generally, and as yet there are no objections raised that could not be very speedily overcome. The advantages to Western Canada and indeed to Canada as a whole of such a fair, if well managed, can hardly be over-estimated. One of the most sensible suggestions that has been made so far, is that of bringing the two men who had most to do with the success of the Portland fair to Winnipeg to explain methods and give counsel and advice as to the proper means of going about such an undertaking.

There is one thing about such a fair that renders it especially attractive to Winnipeg, and that is that it would no doubt settle the long dispute as to whether the present fair grounds of the city should or should not be moved. In case of a World's Fair, they would simply have to be moved and the erection of buildings suitable to such an exhibition would be of lasting benefit to the Industrial Exhibition that is held here yearly.

By 1912 Winnipeg will have its power scheme in good shape and it will be an excellent opportunity to draw the attention of manufacturers to what the city has to offer along the line of manufacturing opportunity. Another advantage to Manitoba will be the fact that tourist travel will be more concentrated on this province and there will not be the same tendency to rush through Manitoba to the further west that has prevailed heretofore. There are to-day, within a radius of 40 miles of the city, thousands of acres of the finest farming land in the world that is not being cultivated. So many of the farmers coming in are looking for cheaper land; that farms at $30 and $35 per acre near Winnipeg have been passed over by them, but the day of that is passed to a considerable extent and the farmer with a small amount of capital is beginning to realize that 160 acres near a market like Winnipeg is a better investment than 640 in some of the remote districts of Saskatchewan and Alberta. The soil of the Red River valley is as nearly inexhaustable as soil can be, it produces the wheat that has made the West famous, frost is almost a thing unknown, and the market at the doors of the farmers is practically an unlimited one. The thing that has ailed this land in the past is that much of it has been held by the farmers of the old regime, very many of them French halfbreeds, and though these settlers have many virtues, active and aggressive farming is not one of them. Within the past few years a number of business men of Winnipeg have been starting farms as sidelines. For example, a man well up in the service of the Hudson's Bay Company has a farm of 1,000 acres not 20 miles from Winnipeg. Though he has to pay a manager and hire all his work done it is paying and paying well. This present year he had 500 acres in wheat and not a bushel of it went below No. 1 Northern. There are other farms of a similar character and slowly newcomers are beginning to realize the advantage of farming in close proximity to such a market as Winnipeg. By 1912 the number of such farms will be increased and there will be enough to show the visitors from the Old Land what can be done in the vicinity of Winnipeg. In this way, particularly, the World's Fair would benefit the city. Everything that enlarges Winnipeg and increases its power as a consuming market is a more or less direct benefit to the country as a whole.

The sale of Winnipeg debentures at 96.25 net to W. A. McKenzie & Co. has been a matter of very sincere congratulation among the citizens. This time last year the city sinking fund had sunk out of sight and there was a very heavy overdraft and altogether things were in a most unsatisfactory condition. With the sale of these debentures the city overdraft is wiped out, and Winnipeg rejoices in thoroughly restored credit a small balance to the good and a clean slate, a most satisfactory condition in which to begin the new year.

Contrary to all expectations, considering the enormous number of boats offering this season, there is going to be one grand scramble for boats for the close of navigation, and already considerable premiums have been paid and others offered and not accepted. Last week the outward shipments from the head of the lakes were over four and one-half millions, and the present week will probably surpass this by many thousands of bushels. Stocks at lake fronts are much smaller than they were last year, in spite of the enormous receipts at those ports and it is understood that 5,000,000 is under contract to be shipped to Buffalo before navigation closes on Dec. 5th. The amount passing Winnipeg to date is over 43,000,000 bushels of wheat alone, and it is questionable if there will be actually two millions in store at the lakes when navigation closes. Receipts at Winnipeg have been very considerably over half a million daily for the past week.

Prices are being maintained right up to the close, but there are not wanting signs that there will be some re-action as soon as navigation is actually closed for the season, though no one seems to expect that it will be anything in the nature of a slump.

During the week the first election of officers for the Winnipeg Grain Exchange which has taken the place of the old Winnipeg Grain and Produce Exchange, was held and resulted in the presidency going to Hugh N. Baird, formerly of Montreal, who represents the Norris Co. at this point. The election was by acclamation, and Mr. Baird is the youngest man to hold that important office in Winnipeg.

Hardware Markets.

The first week in December finds the jobbing trade of Winnipeg facing a business situation entirely different from that with which they were confronted one year ago. The outlook is very satisfactory, everything points to a steady trade throughout the winter months, and, with collections improving and money circulating freely, there is no particular reason for complaint. Sales are showing a good increase over last year, and values are being well maintained.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6. 7 and 8, $3.50 ; No. 9, $3.10 ; No. 10, $3.60; No. 11, $3.70 ; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25 ; No. 15, $4.75 ; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.75; 5-6x5, 6 and 7, $4.40; ⅜x6, 7 and 8, $4.25; 7-16 x7 and 9, $4.15; ½ x 8, 9 10 and 12, $4.05; ⅝x10 and 12, $3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 per cent. copper; No. 7, 29c; 8 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7; 3-16, $5.50; ⅜, $4.90; 7-16, $4.70; ½, $4.40; ⅝, $4.20; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25 ; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½ ; other lines, 70 and 10 p.c.

BLOCKS—Steel, 35; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

STOVE PIPES—6-inch, $9.25; 7-inch, $10.

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

Write for Prices or see our representatives.

Revillon Brothers, Ltd.

Wholesale Hardware

EDMONTON, ALTA.

If you want the **whitest** Lead — the **finest** Lead — the Lead with the **longest life**

ORDER

Stephens

House Painters' Perfect

Made with the finest English Carbonate Lead ground in our own Refined Linseed Oil.

All orders for this Brand shipped same day as received.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg - Canada

SUCCESSFUL ADVERTISING,

HOW TO ACCOMPLISH IT.

By J. Angus Macdonald.

Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

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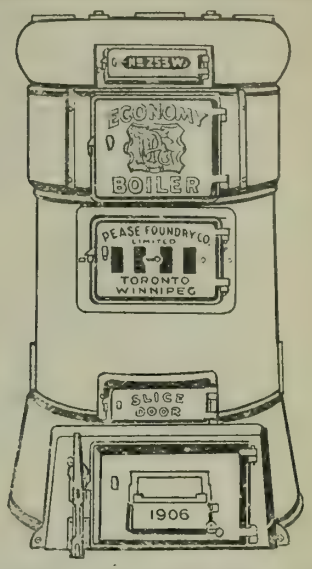


A Few Reasons Why You Should Handle

Pease Economy

Round Hot Water Boilers

They are built especially for basements with low ceilings—which gives them a wider demand.

They have iron to iron connections.

They have a large Centre Water Column.

They are set without rubber packing or washers.

They have large, powerful Direct Fire Surfaces.

They embody every modern improvement in boiler construction which is of REAL VALUE either in adding to heating efficiency or reducing fuel consumption. As a result,

Economy Boilers are easy to operate and are very economical.

If you are a PRACTICAL dealer a perusal of our Booklet will convince you. Send for a copy to-day.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ p.c. Other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $36; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼c; pure manila, 13¼c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12 smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs, $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.30; Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

PIG LEAD—$5.50. Lead pipe, $7.

SHEET ZINC—Casks, $8; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9.00; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45.00; 4½, $52; 5, $58; 6, $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON — Apollo 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

TIN PLATES—I.C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50; ½ box, $6; IXX, full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS — White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, bbl. lots, 65c. Linseed oil, raw, 64c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Dec. 4.—Bark wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85 brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2, cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, $8 doz.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11½c per lb.; British manila, 12½c; pure manila, 15½c.

BUILDING PAPER—Plain, 62c per roll; tarred, 82c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

THE WISE SPIDER.

The spider wove his filmy web
  Across an open door,
Through which a merchant found his way
  Into and out his store.

"Don't weave your web across the door,"
  A bee was heard to say;
"Because, before you've got it done,
  'Twill all be swept away."

"I guess I know what I'm about,"
  Replied the spider wise;
"I know the man who runs this store;
  He doesn't advertise."

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Gem Emery Grinder.—Taylor Bros., Carleton Place, ask where the Gem Emery Grinder can be secured.

Wood, Vallance & Co., Hamilton, inform us that the Chicago Wheel Manufacturing Company, Chicago, are the manufacturers.—Editor.

Office Desks.—M. A. H., Cayuga, asks for the names of manufacturers of office desks for hardware use.

Jones Bros. & Co., 29 Adelaide West, Toronto, can make up any special desk of this kind, while the Office Specialty Manufacturing Company, 97 Wellington Street West, Toronto, have a large stock of standard lines.—Editor.

Rubber Trade Papers.—J. T Locke, Corunna, asks for the names of trade papers devoted to the rubber business.

The oldest and most widely known paper devoted exclusively to rubber interests is the India Rubber World, 150 Nassau Street, New York.—Editor.

Fences.—J. Sampson, Nanaimo, B.C., wants the names of manufacturers of metal fences suitable for placing in cement foundations.

All standard wire or iron fences will hold firmly when placed in a cement foundation. J. R. Booth, the widely-known lumberman, of Ottawa, has erected several rods of it of late, set in cement. Some of the leading manufacturers in Canada are Canada Foundry Co., Toronto; Canadian Ornamental Iron Co., Toronto; Banwell, Hoxie Wire Fence Co., Hamilton; McGregor, Banwell Fence Co., Walkerville; Owen Sound Wire Fence Co., Owen Sound; Dennis Wire & Iron Works Co., London.—Editor.

SHAIFFER NAILLESS HORSESHOE.

The National Nailless Horseshoe Co., with works at 20th and Commerce Sts., in Philadelphia, Pa., is engaged in manufacturing a patented article that they claim has passed the stage of experimentation and has already obtained a firm foothold on the market. The Shaiffer Nailless Horseshoe is a horseshoe which can be securely attached to any shaped hoof without the use of nails and without injury to the hoof. It can be put on or taken off in a few minutes by almost any once and without the use of any special tools. The company has been experimenting in the making of dies for stamping out the nailless horseshoe from cold rolled steel, proving by this process that the shoe can be made much more quickly, lighter and cheaper, than by the process of moulding it from malleable iron or malleable steel. It can be made as light as 6 ounces up to any weight desired, thus enabling them to fill all requirements.

Sheet Metal Building Materials

Cornices, Skylights, Ventilators
Finials
Corrugated Iron, straight or curved
Metallic Shingles, Siding, Coiling and Lath
Fireproof Windows, Shutters and Doors
Pressed Zinc Ornaments

WRITE FOR CATALOGUE and QUOTATIONS
RELIABLE GOODS ONLY—NO CHEAP TRASH

The Metallic Roofing Co., Ltd.
Manufacturers
TORONTO WINNIPEG

ROSS BROS.
LIMITED

WHOLESALE HARDWARE

Skates

Every dealer should see that his stock is complete. There is nothing more acceptable as a Christmas present. We ship promptly. Send your orders to us.

EDMONTON, ALBERTA

A Tip to the Dealer

This is the time of year when the painter must look almost entirely to inside jobs to keep busy. Have you plenty of interior finishing materials, such as Varnishes, Enamels, Stains, Floor Finishes, Aluminum Paint, Wall Finishes, etc., in stock? Look over your stock today and make sure that you have a complete assortment of

SHERWIN-WILLIAMS
PAINTS AND VARNISHES

on hand. Then carry on a little campaign to the painters in your town. Make a bang-up, good window display of interior finishes, with numerous window cards calling attention to the fact that you are making a specialty of these materials for the Master Painter. It would be a good plan, also, to write personal letters to all of the good painters in your locality telling them that you have a full line of Sherwin-Williams high quality paint and varnish products, including everything necessary for interior finishing and decorating.

We have some good advertising helps for carrying on a campaign of this kind. Write us today for full particulars. We are in position to make shipment of goods same day order is received.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

676

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

GLASS OF EVERY DESCRIPTION

And for every purpose—large and well equipped ART GLASS PLANT.

GLAZIER'S SUPPLIES—Diamond Point Drivers, Points, etc.

THE
Winnipeg Paint & Glass Co., Ltd.
CALGARY - WINNIPEG

When writing advertisers kindly mention having seen the advertisement in this paper.

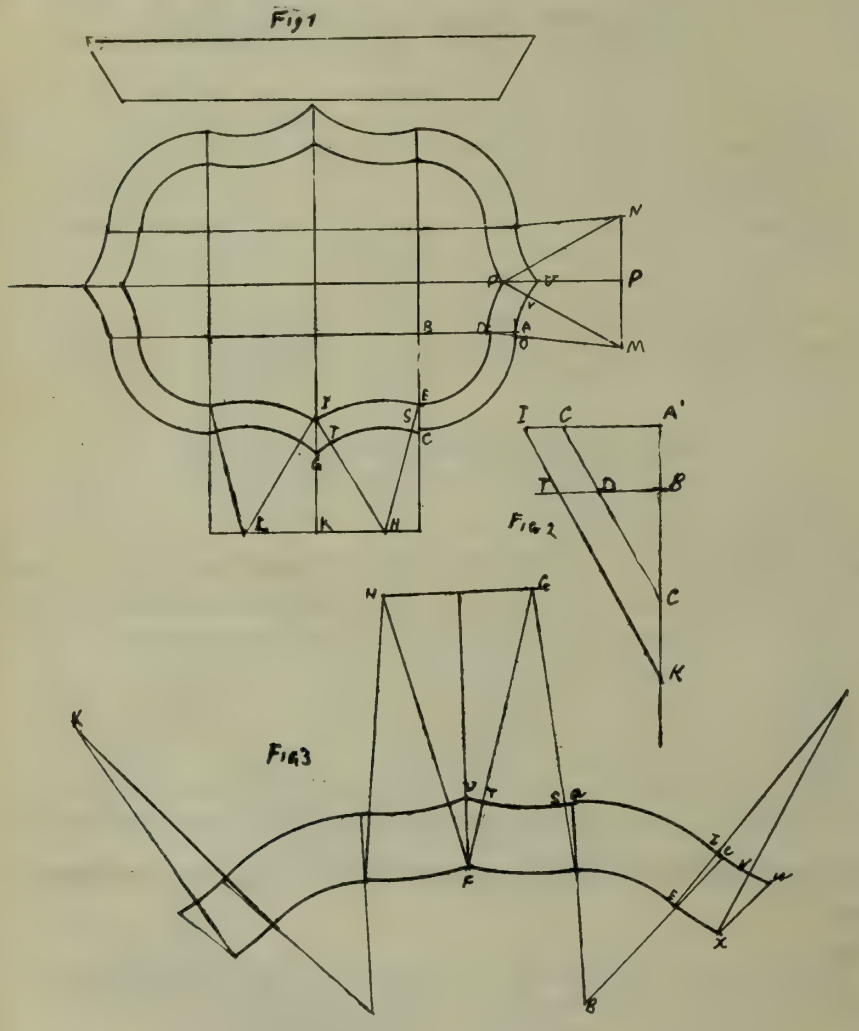
Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered By Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

TAPERING SIDES OF TRAY.

To describe a pattern for the tapering sides of a tray, having various curves, let Fig. 1 be the plan and elevation of the article for which the tapering sides are required. Having drawn the plan it is required to show the points from which the various curves are struck, as shown here by NM BH and L. As the tapering is equal on all sides, the curves for both top and bottom are struck from the same centre, that is, the curves IE and GE are both struck from the centre H.

To prepare for the development of the pattern draw Fig. II., making the distance from A1 to B the required upright height (Fig. I.) and take the radius by which the curves AC and DE are struck, that is, the distance from B to A and B to D, and mark off the same (on Fig II.) from A1 to C and from B to D, draw the line from points C and D to cut the perpendicular at E, also the distance HE or HI, and mark off the same from A1 to I (Fig. II), and the distance from H to T, mark off from B to T (Fig. II). Draw a line from the points I and T to K. The radius MR and MV, being the same as from H-I and H-T, do not need to be transferred (to Fig. II.). Take EC (Fig. II.) as radius, and from B as centre draw the curve A C (Fig. III.) and take the length of the curve from A, C (Fig. I.), and mark off a similar distance from A, C (Fig. III), and draw lines from A and C to the centre B. Now take the radius from E, D (Fig. II.) and with B as centre (Fig. III.) draw the curve from E as far as the line A B. Take the distance from A, O (Fig. I.) and mark off the same from C, I (Fig. III.), also the distance from C, S (Fig. I.) and mark a similar distance from A to S (Fig. III), and draw lines through the points thus received from the points where the curve E intersects the lines A B and C B, and continue them indefinitely as S G and I K. Take the radius K I (Fig. II.) and from the curve E (Fig. III.) mark off the point K on the line E I, also from D the point G on the line D S. Using K as centre, strike the curve E X and from G as centre strike the curve D F. Again from K and G as centres and radius K T (Fig. II.) strike the curves A U and I W, take the length of curve from D to R (Fig. 1), and mark off a similar distance from E to X (Fig. III), and draw the line X K. The distance V U (Fig. I.) will show what is to be added on the curve from V to W (Fig. III.) and draw the line X W, which will give one end of the pattern to meet for joining at R U (Fig. I.) Now take the length of the curve from E to I (Fig. I.) and mark off a similar distance from D to F (Fig. III.) Draw a line from F to the point G. Mark off the distance from T to U equal to T G (Fig. I.) and draw lines from the points F and U (Fig. III.), and continue it indefinitely as far as G H. Draw a line from G to H at right angles to the line from F and U, and make the distance from centre line to H equal it at G, which will be the centre for the next curve. Proceed in a like manner to complete the pattern. Edges must be allowed.—W. M. M.



ADULTERATED COAL OIL.

A despatch says that a sample of coal oil on sale at Neepawa was analyzed in Winnipeg and found to contain absolutely no kerosene at all. It is said that the fluid was a combination of benzine and gasolene, and had a flash point below 50. Toronto dealers when interviewed regarding the adulterated coal oil, stated that it had doubtless been handled or sold through a mistake. One dealer explained that there would be no profit in palming off naptha for coal oil as the cheaper grades of petroleum were quoted at a less figure per gallon than gasolene or benzine. He thought, in filling storage tanks from oil cars, there had very probably been an error made by the railway, which had resulted in gasolene being run in the receptacle. He could account for the matter in no other way as adulterated coal oil would be dearer than the genuine article.

STEEL PLANT WON'T CLOSE.

A despatch sent out from Sault Ste. Marie stated that the steel plant of the Algoma Steel Co. would probably close next week for lack of orders. C. D. Warren, president of the Lake Superior Corporation, to Hardware and Metal, said that the report was misleading. The steel plant, in which some 1,500 men are employed, will continue to run. The rail mill, however, is closing down until the end of the year, owing to lack of orders.

Mr. Warren added that this would affect only 250 men for a short time, as it is expected the mill will resume in January. The prospects for a busy season in the making of steel rails are encouraging.

"CARRON"
"AYRESOME"
"CLARENCE"
PIG IRON
Prompt Shipments.
Finest Quality,
A. C. LESLIE & CO., LIMITED
MONTREAL

Why Have Bad Debts ?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year now, and all our clients are still sending us business.

They Are Satisfied
You'll Be, Too !

The Beardwood Agency
313 New York Life Building - MONTREAL

Hammer the Hammer
Accidental Discharge Impossible

Hammer the Hammer

TRADE MARK IVER JOHNSON

Every house should have burg ar insurance in the form of a revolver Protect your home with a revolver that is not only straight-shooting and hard-hitting, but is safe in itself.

Nothing will fire *this* revolver but pulling the trigger. Let it fall, kick it across the room—"hammer the hammer"—*nothing doing* until you pull the trigger.

NO OTHER REVOLVER AS GOOD—NO OTHER SELLS SO WELL.

Think what a great opportunity the dealer has here!
Our advertising in all the big Magazines and Sporting Periodicals has made the Iver Johnson the standard the country over. The absolute tests we invite have convinced people of the superiority of these revolvers. This explains the big sale.

The Iver Johnson goods are never given away as premiums. We never sell by mail where we are represented by a dealer. Send for Dealer's Catalogue, or order of your Jobber.

Iver Johnson's Arms & Cycle Works, 330 River St., Fitchburg, Mass.
Pacific Coast Branch—PHIL. B. BEKEART CO., SAN FRANCISCO, CAL.
Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

IVER JOHNSON SAFETY AUTOMATIC REVOLVER

"MIDLAND"
BRAND
FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.,
or to MONTREAL, QUE.
Canada Iron Furnace Co.,
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

BOLTS and NUTS

We carry in stock a full assortment of standard sizes of Bolts and Nuts, and can make up on short notice any special Bolt to sample.

Every package warranted to be of best material and workmanship.

Specify "M.R.M." when ordering.

The Montreal Rolling Mills Co.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

W. J. Travis is erecting a new planing mill in Wyoming, Ont.

The P. L. Robertson Manufacturing Co., Milton, have added to their building and plant for making screws.

The Angus shops, Montreal, are turning out twenty freight cars a day. The construction of new locomotives has also been resumed.

The National Mfg. Co., whose premises in Pembroke were burned during the recent disastrous fire in that town, have obtained a site in Ottawa and will remove to that city.

The Garrie-Brook Mfg. Co. will build a foundry at Pembroke for the making of all kinds of grey and malleable iron castings, and a patent crane run either by oil fuse or gasolene.

The C.N.R. has placed an order with the Rhodes, Curry Co., of Amherst, N. S., for one thousand box cars, which, with passenger equipment, will aggregate eleven hundred thousand dollars.

A. F. Johnson, Paris, Texas, has addressed a letter to officials of the Grand Trunk Pacific in Winnipeg, with reference to the establishment of a factory in western Canada for the production of shovel handles.

Municipal Enterprises.

Ladysmith, B.C., will have a sewerage system to cost $50,000.

London ratepayers will vote on a scheme to increase the water supply of the city by 1,500,000 gallons daily by taking in springs and erecting a pumping station at a total outlay of $441,000.

In Victoria, B.C., neither of the tenders for the two pumps for the salt water high pressure system was quite in order, as both ignored the city specifications wholly or in part and substituted their own. The tenders were put in by R. P. Rithet & Co., who offered to supply the pumps for $20,590, and the Victoria Machinery Depot Company, for $18,180.

Pembroke ratepayers carried a by-law to ratify a contract with the Pembroke Electric Co. The corporation are now empowered to raise the sum of $10,000 for the purpose of installing an electric pump, 200 horse-power motor and the necessary trip-valve for the stand-pipe. The contract with the Pembroke Electric Light Company covers a period of ten years.

Under municipal ownership the charges for electric light in Orillia have been reduced as follows: For stores, from 28c to 18c per lamp a month; for houses, from 20c to 18c a month. This is for 24-hour power every day. Last year there was a profit of $10,000 after meeting all charges, which was applied to the reduction of taxes. Even with the reduced cost of light to consumers this year, it is expected that there will be the same surplus, as 1,000 new lights have been installed in the past three months. Under private ownership the cost of lighting was about 35c per lamp.

Public Buildings.

The Salvation Army may build a hospital in Vancouver.

Work has been commenced on the erection of a new post office in Prince Rupert.

Work has begun on the new Young Women's Christian Guild building, Toronto. The structure will cost $20,000.

The G.T.P. are building a fine new depot at Watrous, Sask., which will be one of the divisional points on the new line.

The Methodists of Meaford have completed the erection of a fine new church.

A 4,000 addition has just been added to the Havelock Public School.

General Building Notes.

A block of six stores will be erected in Peterboro by J. J. Lundy.

L. Lewis will erect an apartment block in Winnipeg to cost $100,000.

New dwellings to the number of 370 have been put up in Victoria this year.

Jacob A. Jacobs will build a fine block of stores on St. Catherine Street, Montreal.

Dr. Riggs and S. Salmon are erecting a brick office building in Vancouver to cost $40,000.

Fred. Baylis will build a frame store and apartment dwelling in Vancouver to cost $7,000.

In London during November 42 building permits were issued with a total value of $76,790.

Building has been very active at Victoria, B.C. The outlay this year has been over $1,000,000.

A fine large office building will be erected in the central part of Hamilton by P. D. Crerar, K.C.

The total value of building permits for London so far this year total $756,000. The number of permits issued is 220.

A fine parsonage has been erected for the Hope Methodist Church, East Toronto, to perpetuate the memory of the late Walter E. H. Massey.

During the month of November there were issued in Toronto 412 building permits, valued at $1,379,649, as compared with 201 permits valued at $638,150 during the corresponding month last year. The number of new buildings erected in the city since the first of the present year are 4,990, as compared with 4,898 for the same period in 1907. The approximate value of all structures last year for the first eleven months was $13,618,785, and this year the figures stand at $11,740,062. The record for November is more than double that of the previous year, and at the close of 1908 it is expected the showing will not fall far short of the big figures of last year.

Among recent building permits in Toronto are: Mrs. M. McKay, pair dwellings, $5,000; C. H. Mortimer, dwelling, $5,000; G. F. McFarlan, dwelling, $6,800; Thomas McIlwain, dwelling, $5,000; M. S. Grimshaw, store and dwelling, $4,000; F. S. Mearns, dwelling, $5,000; E. A. Simpson, pair dwellings, $4,000; Robert Locke, 3 pair and 1 detached dwellings, $17,500; W. Robertson, pair brick dwellings, $4,000; E. Elliott, 2 pair dwellings, $7,000; J. Gibson, pair dwellings $4,500; J. H. McNight, dwelling, $5,000; E. G. Long, pair dwellings, $7,800; Alan MacDougall, dwelling, $5,000; T. N. Miller, store and dwelling, $6,500; J. T. Corley, 2 dwellings, $5,000; M. A. White, dwelling, $6,000; Rev. G. Jackson, dwelling, $7,000; McLaughlin Carriage Factory and warehouse, $4,500; Mrs. I. Standish, dwelling, $9,000; S. R. Comba, dwelling, $5,000; F. Francis, pair dwellings, $4,000; W. G. Learmount, store, $4,000; W. J. White, 2 pair dwellings, $9,000.

Companies Incorporated.

The Consumers' Gas Co., Wallaceburg, capital $40,000, has been incorporated. The provisional directors are David A. Gordon, H. A. Stonehouse and W. W. Hay.

Manufacturers Corundum Co., capital $100,000, head office Toronto, has been granted a provincial charter. The provisional directors are A. W. Holmested, F. H. Potts and T. A. Silverthorn, Toronto.

Marsh & Henthorn, Limited, capital $100,000, has been incorporated with head office in Belleville. The company will carry on the foundry and manufacturing business of Marsh & Henthorn, Belleville.

Fisher Robson Manufacturing Co., Alliston, Ont., capital $100,000, has been incorporated. The company will manufacture agricultural implements. Those constituting the company are R. Scott, T. M. Brown, W. A. J. Bell, W. J. Hill, and C. S. Fisher, Alliston.

A charter has been granted to the Dain Manufacturing Co., Welland, capital $200,000. The company will manufacture farm implements. The applicants for the charter are J. Dain, P. Ferdinand Arbenz, and F. M. Hunter, Ottumwa, Iowa; B. J. McCormick and L. C. Raymond, Welland, Ont.

The Canadian Palace Car Co., of Montreal, has been incorporated with a capital stock of $1,500,000. This company was originally the American Palace Car Company, which passed into the hands of a receiver some months ago and which was finally absorbed by Canadian interest. The shareholders of the old company in Canada numbered nearly 450, and this will be increased by the formation of the new organization.

News of the Paint Trade

PROTECTION IN BUYING PAINT.

A feature of the annual convention of the National Paint, Oil and Varnish Association, held in Boston a few weeks ago, was the address of Charles Van Syckle, president of the International Association of Master House Painters and Decorators of the United States and Canada. Mr. Van Syckle spoke as the representative of the large consumers and referred to several live topics which command the attention of the trade. His principal plea was that lower prices be accorded to the large consumers than are given to the general public, his position being that the present margin of profit allowed to the painter is too small. He plainly suggested that under the conditions now prevailing master painters would be forced to resort to buying in clubs and thus discontinuing purchases through the jobbing trade. Touching on this point, he spoke in part as follows:

"I know that there are members of your convention who are to a certain extent dependent upon the master painter for the bulk of their sales. We have heard said, and I think it is true, that the master painter uses perhaps 90 per cent. of the materials which many of you make. Some of you sell direct to the master painter and some to him through the jobber. I think that you all have the interest of the jobber at heart, as well as the interest of the manufacturer, and I want to say to you that the methods that are adopted by many of the manufacturers have this tendency. Within the last year—perhaps we might go a little further back of that; but at any rate I can be safe in saying that within the last year—there has been put forward the idea of forming buyers' clubs. The idea has been that if there is no other way of getting a better profit out of the goods which we handle and sell than the present one, the next best thing we can do will be to form ourselves into buyers' clubs.

"If that is done, what will become of the middleman, your jobber? I do not think that we have at any time asked anything that was unreasonable or unjust. If we have done so, and anybody, any one of your membership, can point out to us wherein we are wrong in this matter, I am sure we will undertake to modify our ideas and our demands."

Pure Paint Legislation.

In regard to pure paint legislation, he took the position that the master painters made no unreasonable demands, but felt that laws could be enacted which would insure the purchaser of paint fair value for his money. He said in part:

"Our position in the beginning was simply one in which we wished to be protected against the habit of mislabeling. We simply wanted to be able to buy in a package what was supposed to

Floorglaze Enamel

We say it is the best solid color floor finish made. We can prove it and so can you, in the easiest and most profitable way possible. Stock a sample order, and see how it brings the customer back for more and do not forget the satisfied customer has lots of friends.

10 shades. Write for color card and prices.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

One of the Reasons for Satisfaction

Every **Standard Heater** has a full metal lining passing ENTIRELY around the fuel chamber. This insures proper distribution of air to the burning carbon as well as an even distribution of the heated air. The fire never goes out till the user is ready to put it out and the maximum heat is drawn from the burning fuel

STANDARD HEATERS

are not only made right but also look right. That's half the battle in selling anything.

ASK FOR 1908 PRICES

Ask about the new package for

STANDARD CARBON

The best carriage heater fuel on earth. Made right. Packed right. Get ready for cold weather now. : : :

The Standard Stamping Co.
Marysville, Ohio - - U. S. A

Phantom Picture, showing the new Carbon Package—every cake in a compartment by itself.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

be there; and we found after meeting with some of the gentlemen of the organization connected with yours that for reasons best known to themselves would not be satisfactory to them. The argument used was that then certain standards would be taken as denoting pure, and anybody who did not use those standards would be compelled to label their goods, while those who used the certain specified standards would be enabled to send out their packages without these objectionable analyses. I do not pretend to say what are the exact ingredients of the best paint materials that are made. I will leave that to some one else; but, as I said before, I do feel that there will be no injustice whatever done to anybody if by some fair middle ground laws can be enacted which will enable us to buy or to get what we pay for, and nothing else."

Paint and Oil Markets

MONTREAL.

December 4.—Very steady trade has been done during the week. Orders continue of a sorting up description, but considering circumstances, manufacturers and jobbers are satisfied with the way things are shaping. Inquiries point to much greater activity in the early part of next year. Stocks in dealers' hands are everywhere light, and with firm markets there should be much heavier buying next year. Once the habit is broken of purchasing from hand-to-mouth, orders should resume their old-time strength.

A fair consuming demand is reported, especially in paints and enamels for household use. The markets are very firm in character. Turpentine and linseed oil have advanced, but the other lines are unchanged.

TURPENTINE—As we anticipated, turpentine has advanced in price. The demand is steady with supplies in fair shape. On the whole, turpentine has been remarkably steady for some time, and with an improving market situation quotations have been increased 2c. We now quote turpentine at 56c for single barrels.

LINSEED OIL—This line has again advanced. General firmness has characterized this market for some weeks under a good demand, with stocks showing signs of the steady consumption. With an increase of 1c, we now quote as follows: Raw, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c; boiled, 1 to 4 barrels, 58c; 5 to 9 barrels, 57c.

GROUND WHITE LEAD—The markets keep steady and firm. Orders are of good volume, and although stocks are by no means light, shipments being steady, the market keeps firm. We continue to quote. Strictly pure, $5.50 to $6; according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—The market is quiet. Supplies are in good shape, and with a steady turnover conditions are unchanged. We quote: Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50; and smaller quantities, $5.50.

COLORS—Liquid paints and enamels continue to move well. Although the demand generally cannot be called heavy, the market has improved all the way round. Stocks are in good condition.

VARNISH—All lines of varnish are showing stimulation, especially finishing varnish, used in house decoration. The demand continues strong for the better grades of shellac.

WHITE ZINC—The improvement noted last week has continued, and the turnover is much heavier. Prices remain unchanged, and we quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—The demand maintains its improvement, and good shipments are moving. This is the time for putty to show up strongly. Quotations are unchanged at: Standard putty, 800-lb. casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b., Montreal.

TORONTO.

December 3.—This is rather a quiet period in paints and oils of all kinds. It is expected that there will be little doing until after the first of the incoming year. A number of local dealers are busy taking stock and others are preparing to do so. The trade in window glass, paint and white lead has been firm. In turpentine and linseed there is not a great deal moving. It is expected that new price lists in paints will be issued by some houses in a few days. No radical changes in price are looked for. The feature of the week is turpentine has advanced slightly and so has linseed oil.

TURPENTINE—This remains firm in the south and reports say that there will be a reduced box cut. The output will, therefore, not be as great as it has been during the past few months. The only persons who will cut new boxes are those whose leases expire. Of late there is no great demand for the spirits and the market has for some time been very steady. Locally there has been an advance of two cents. The quotations for single barrels now range from 57 to 59c, and in two-barrel lots from 56c to 58c.

LINSEED—This has gone up half a cent. Dealers claim that they have not been making what they should. There is a great deal of dissatisfaction at the price and the seed firms in Chicago have advanced it. No large quantities locally have been disposed of. The harvesting in Argentina is now going on and it

Not a Minute Too Early

to give serious thought to taking up the "ENGLISH" LIQUID PAINT Agency, for next Spring.

The dealer in your town who has a stock of these well-known, well-advertised and well-liked Paints, will get the trade.

Our Advertising Department, our Co-operative Business Methods, our Best Prices and a complete line of

"English" Liquid Paints

are at your service.

Let us talk business with you.

Address,

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

A LINE THAT WILL BRING YOU PERMANENT BUSINESS

MURESCO

THE WORLD'S BEST WALL FINISH

These Letters speak volumes—read them :

Winnipeg, Man., Sept. 26th, '08.
Messrs. Benjamin Moore & Co.,
Toronto Junction.
Dear Sirs :

Replying to your letter of the 9th, we have much pleasure in stating that we have used your Muresco for upwards of two years and find it satisfactory in every respect. One coat on new plaster is more satisfactory than two coats of any other kalsomine we have used, and our experience extends over a period of twenty years. We have just finished all interior decorations of New St. Boniface Cathedral, and have discarded all other kalsomine in favor of Muresco.

Yours very truly,
WILSON & LABELLE,
195 Water St.

Alliconte, Nov. 11th, '06.
Messrs. Benjamin Moore & Co. Ltd.,
Toronto Jct., Ont.

Gentlemen :

I take the liberty of recommending your wall preparation called "Muresco." It is the finest preparation I ever applied to a wall. It spreads easily, free from laps and dries out clearly. I have put it to the utmost test with the finest satisfaction. It has done for me what all others have failed to do, and I thank you for recommending "Muresco" to me.

Yours truly,
E. W. FLUNDER,
Painter and Decorator.

Muresco is, beyond all question, the finest article on the market for decorating large buildings as well as small. It takes 30 more water than any other preparation, and covers more wall surface, pound for pound, than kalsomine or any similar article. It will not rub off, crack or peel. One coat is sufficient, in most cases, to give entirely satisfactory results. Its cost is much less than good wall paper, while it is a much more satisfactory wall covering than any paper.

BETTER WRITE US TO-DAY FOR COLOR CARDS AND PRICES.

BENJAMIN MOORE & CO., LIMITED

Manufacturers of Paints, Colors and Varnishes

West Toronto, Canada **New York, Chicago, Cleveland, U.S.A.**

Get busy after New Business

Go after the man who is building and the man whose house looks like it needed paint. But be careful which **kind** of paint you recommend to him. He's going to paint **again** some day, and he has many friends who may need paint.

If he buys paint from you that peels, cracks and wears off in a year or so, he won't come back to **you** for paint again. And his friends and neighbors are going to **hear** all about that poor paint. **Play safe—take no chances**—sell him

MARTIN-SENOUR PAINT
100 Percent Pure

A paint that you can recommend as strongly as you like and we stand back of you. Martin-Senour Paint is pure—that is why we can stand back of it—why you can stand back of it—why buyer comes back for more of it. Ask for Government investigation and see where it stands in their test of paints.

You want more good profitable paint business, and we want a few hustling dealers. Let's get together. We don't know who or where you are. If we did we'd send you some welcome news right now. Won't you **tell** us on a postal—who you are and **where** you live?

The MARTIN-SENOUR CO., Ltd.,
Pioneers of Pure Paint
Montreal Chicago

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

is reported that a frost has bit the flaxseed. This rumor, however, is not taken seriously. It will be April before the seed reaches the crushers in England. The figures range for single barrels, raw, from 56c to 57½c; for boiled, 59c to 60½c.

WHITE LEAD—The market is firm and there is no change in figures. There is likely to be a strong advance at the first of the year. Prices are much lower than during the corresponding month last year. We continue to give: Genuine, $6.25; decorators', $6; No. 1, $5.65 to $5.75. Genuine red lead stays at $4.50 in cask lots.

STAINS AND VARNISHES—There is not much doing just now and these items will be decidedly quiet until after the holidays. Pure orange shellac is selling at $1.95 per barrel and pure white at $2.

GLASS AND PUTTY—The trade has been active and all are fairly well satisfied with the year's business in these lines. There is no likelihood of any change in the glass market until spring. Stocks are low and sizes very much depleted. Putty is likely to advance as white lead and linseed oil show a tendency to steadily go up. The increase, however, may not come until after the close of the year. The quotations are the same as last week. Pure bulk, in casks is $1.80 to $1.90; ordinary, $1.60 to $1.70; pure in 100-lb. drums, $2.15 to $2.25; ordinary, $1.90 to $2; bladders in barrels, pure, $2.10 to $2.20; ordinary, $1.85 to $1.90.

PETROLEUM—A good steady trade is still being done. There is a raise of half a cent in white water. Prime white oil, 13½c; water white, 15½c; Pratt's astral, 17½c per gallon.

PAINT INSURANCE QUESTION.

Recent insurance agitation among paint manufacturers brings up the question of insurance among retail paint men. While danger from fire is not as great to the retailer as to the manufacturer, due to the fact that inflammable materials are not so conspicuously scattered about, the former can ill afford to neglect this phase of his business.

The rate of insurance on paint stocks is rather high because of the risk to be carried, says the Hardware Trade but this could, if careful attention were paid by all dealers in removing the cause of fires, be considerably decreased. Neglect in keeping the paint department clean lends a great deal of fire danger to the store, and failure to properly guard certain inflammable oils, turpentine for instance, does not eliminate this danger. It is a fact that several large fires have been known to originate from paint stocks which were slovenly kept through indifference or lack of knowledge on the part of the retailer or his clerks.

But, under existing conditions, old line companies are piling up handsome profits from premiums paid by paint retailers, and this demonstrates that there is a chance for cheaper insurance. If these merchants would organize a mutual company and guard their interests inviolably they could get considerably cheaper insurance and thus effect a direct saving. Of course hardware dealers, who are now enjoying the advantages of holding premiums with the mutual hardware insurance companies, which do not accept other risks, would have no need of such insurance, but good results can probably accrue to those exclusive paint retailers who must now depend upon expensive old line insurance.

CHRISTMAS PAINT WINDOW.

Practically every dealer in trade with the exception of the paint man is planning his Xmas window, says the Paint, Oil and Drug Review. The hardware, dry goods, clothing, practically every merchant outside of the exclusive paint dealer, has something to offer to the Xmas buyer. It's an impossible proposition to make one buy paint or glass or wallpaper for a Xmas present. Even so, the paint man should nevertheless have a Xmas window. Any Xmas display attracts attention, and attention to the window means consideration of the name and regard for the goods. So right now with this Xmas window you are going to cinch some next spring customers.

Now, in regard to appropriate decoration: For the instrument there is holly, evergreen, wreaths and cotton. The most impressive window is the one profuse with the greens. If you have a panel in the back you can trim the edges with the kind that comes in strings and have two or three wreaths hanging down as far as the centre of the panel. A flooring of cotton looks very fine. It should be sprinkled with mica, which is the new safe substitute to ground glass. Imagine a window such as the above with a single five-gallon can of paint resting in the centre with a wreath of holly around and at the base of the can. If you have no back panel stretch strings up and down the back and interweave pieces of holly so that it appears a solid back of green. String the corners of the window also and cover the flooring with it if you so desire, but we prefer the sprinkled cotton for the flooring for a better effect in showing off the wreath which is about the single can. A show card will go good in this window if it is a neat and simple one. How is this: "A Xmas Present for Your House."

Let it sink in again that you are to get no immediate customers from this indulgence, but think how much strength you are going to add to your name, to your business, your reputation, and your sales next spring.

That a decided improvement in railway conditions has occurred is shown by the orders given of late by Canadian railways for new equipment. Amongst other orders now under way are 2,400 box cars being built for the G.T.P. by the Canada Car Co. This is part of an order for 12,000 cars given four years ago, and 2,400 will be finished this year.

For

Style and Beauty

High Class Decorators Employ the

PAINTS AND VARNISHES

of

THE CANADA PAINT COMPANY

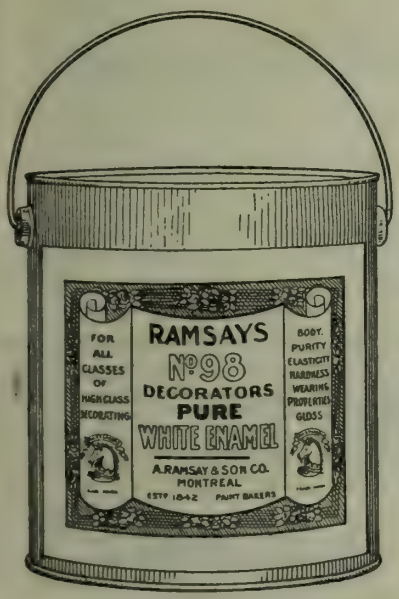
THE LARGEST MANUFACTURERS OF PAINTING MATERIAL IN THE DOMINION OF CANADA

The Canada Paint Co., Limited

Montreal Toronto Winnipeg

HIGH GRADE ENAMEL

Some day your painter tells you he wants a high-grade White Enamel. He doesn't want the ordinary White for everyday work. He has a customer who insists on the best and it's up to the painter to get it for him, or let somebody else do it. When a painter comes at you with such a demand, don't hesitate —here is the solution:



Not a thing goes into Ramsay's Decorators' Pure White Enamel but high-grade, pure material. The heart of the secret of its strength, beauty, and purity is the varnish in which it is ground. This varnish is carefully manufactured in our works, at 106 William Street, and it is a secret of which we are justly proud, and all put together under the personal supervision of our chemist who has had a wide experience in enamel making in England.

Send for our Booklet.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

A Sure-Selling Combination

is high quality paint at a moderate price, and that is just the combination you get with

New Era Paint

We guarantee it to be equal in quality to any paint on the market at any price. We know it is thoroughly pure and well made, of the best materials—and that's what makes paint quality.

PRICE LIST ON REQUEST

Standard Paint and Varnish Works Co.
Limited

Windsor, Ontario

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

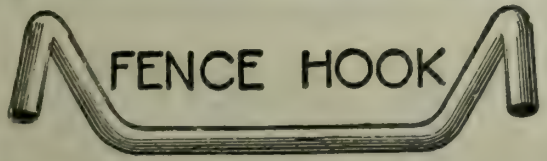
THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

Manufacturers of RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Tell your customers to

Brighten Up For Christmas

by using a little

LACQUERET

on all the frayed woodwork in the house. It certainly is wonderful the way old, worn woodwork takes on new life and beauty under a coat of Lacqueret. Lacqueret is not a stain or a varnish or a paint, but a translucent lacquer made with soluble, permanent colors, with an elastic, hard drying, lustrous liquid. A child can easily apply Lacqueret. We have a special dealer-helping plan.

Write us for particulars about it.

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

CANADIAN SILVER WHITE ENAMEL

For Interior Decoration

is superior to any other White Enamel made in Canada and no imported Enamel of equal quality can be offered at as low a price.

Your customers, whether **Professional Decorators, Manufacturers or Householders,** will find it just what they want for decorating large surfaces or small articles.

It works freely under the brush, dries with a brilliant gloss and it will **never turn yellow.**

To prepare the surface for the Enamel, use ISLAND CITY White Primer. Ideal for the purpose owing to its exceeding whiteness, its great "body" or covering capacity and its surpassing fineness.

MANUFACTURED BY

P. D. DODS & COMPANY, LIMITED

264 St. Patrick St., MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc
Wellington Mills, London, England
Agent:
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HANGERS AND FASTENERS
solve the problem
How to Hang and Fasten Window Screens and Storm Windows.
Easily hung or removed from inside. Clean windows, ideal ventilation. No flies, solid comfort. Retail at 10c., 15c., 20c. and 30c. per set with screws. For catalogue and trade discounts address
PHENIX MFG. CO.
036 Center Street
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JONES BROS.
302 Christie Street, Toronto
Stove Brick **Stove Castings**
Fire Clay **and Water Fronts**
Asbestos Cement
Brick for Fire Places

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Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

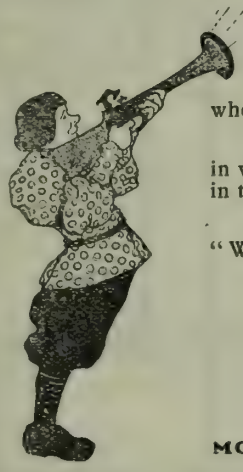
It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street
MONTREAL

Write to-day, we need you and you need us.



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in your proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,
MONTREAL TORONTO WINNIPEG

Satisfaction Guaranteed ***A MARK OF QUALITY*** *Prompt Delivery*

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

LION
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Sisal Rope
Lath Yarn
Shingle Yarn
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CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
MacGOWAN & CO., Vancouver, B.C.
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

"Brantford" "Roofing"

We Assist You To Get Orders

When you handle Brantford Roofing you don't compete with us for roofing business. Instead of trying to land roofing business direct, we assist our agents to get the orders. Write us for samples, catalogue and agency proposition.

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

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Complete as a circle

THE BOWSER
SELF MEASURING
OIL TANK

The Bowser does everything that you could expect a machine to do.

It will put just the right quantity into the can, and tell you how much to charge for the oil.

This is all done in an instant and without spilling a drop.

Bulletin **5455** will tell you many more things a Bowser will do for you. Better send for it before you forget.

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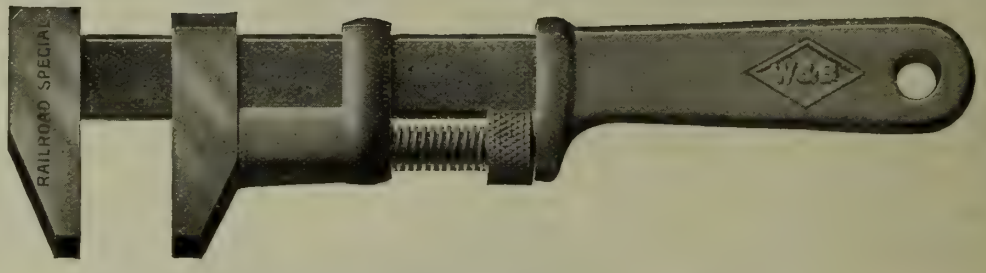
66-68 FRAZER AVE., TORONTO



The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

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W&B
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TRADE MARK

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

Why Not Stock "BUSTER BROWN"

Wagons for Xmas Trade

Quick delivery can be made at any time at small cost owing to the light weight of any of the four sizes.

or at least display prominently, in windows preferred, the colored posters we are distributing? It should be possible to induce the parents and friends of the CHILDREN to invest their money wisely in something substantial and lasting. Throw out the suggestion and watch the results which are bound to come.

Prices gladly quoted you

The Woodstock Wagon & Mfg. Co., Ltd.

Makers of Woodstock Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs.

ESTABLISHED 1850.

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RIVETS,

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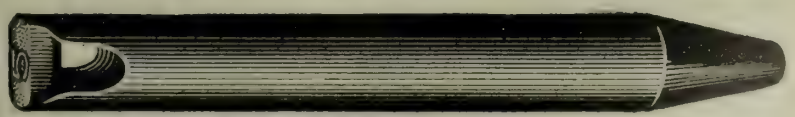
SPECIAL WIRE NAILS.

OFFICE, 183 LAFAYETTE ST., NEW YORK
WORKS, CLAY AND OAKLAND STS., BROOKLYN

IN ALL METALS

SASH WEIGHTS



Hundreds of tons carried in stock for you and we guarantee prompt shipment. Write at once for a copy of our Monkey Book and for prices.

The Buchanan Foundry Company, - Lebanon, Pa.

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

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Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

GILBERTSON'S COMET

Not surpassed in Quality or Finish by any brand of Galvanized Sheets on the market.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

W. GILBERTSON & CO., Ltd., Makers, PONTARDAWE, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

SEYMOUR SHEARS

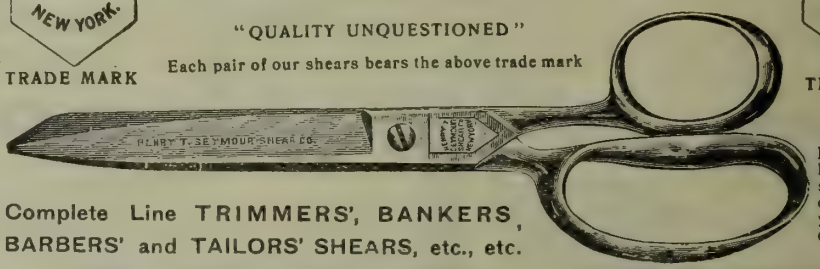
HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



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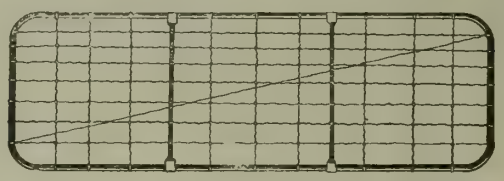
Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents



GATES THAT SELL

must be perfect in every detail of material and workmanship. The perfection we have attained is evidenced by the increasing annual sales made to farmers, railways, etc., by hardwaremen handling our gates.

GET PRICES.

OTTAWA WIRE FENCE & GATE CO., 164 Bank St., OTTAWA
Wire Goods Manufacturers.
R. W. Grant, - - - Manager

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Three Wheeled Farmer's Wagon and Stock Scale

Capacity 2,000 lbs. Platform 24" x 36"

This scale is designed to fill a long felt need for something more convenient and portable than the ordinary Four Wheeled Platform Scale which is awkward to move about and must be placed on a perfectly level floor to weigh correctly.

This scale will weigh correctly on an uneven surface and is very handy and easy to move about even with a load on it.

It is a great seller. We manufacture them by hundreds. Write for particulars.

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONT.

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

An Unbreakable Fence

The "DILLON" HINGE STAY FIELD FENCE

is the only wire fence on the market embodying the hinge-stay principle. In the Dillon, the upright stay wires are hinged to the laterals. Thus, when any weight strikes the fence the wires do not bend or break as with ordinary wire fences, but merely "give" at the hinges. When the weight is removed the Dillon springs back to position absolutely uninjured. It's worth while handling a fence like the "Dillon."

SEND FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

Wire Rope

GREENING

"ACME" BRAND

Highest Grade of Hoisting Rope Made

Extra Tensile Strength for Heavy Work

Use Greening's Rope Grease for Lubrication

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, Ont. **MONTREAL, Que.**

Atkins Silver Steel

Segment Ground

Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis

There's Money in the Roof

Not much in one roof, perhaps, but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material! Our prices are right and our deliveries are always prompt. Ask us about "Genasco" Ready Roofing.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

December 5, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ... .per lb...	0 09½
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 60
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 22
" seamless base	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	15 50	15 00
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base		30 00
Braziers' (in sheets). 4x8 base...		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 45	2 50
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60
Galvanized—	Dom.Crown.	Ordinary.
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 50	3 65	....
22-24 ..	3 95	3 75	3 75	4 05
26	4 20	4 00	4 15	4 30
28	4 45	4 25	4 35	4 55

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2 ..	....	18 75
Middlesboro, No. 3 pig iron..	19 50	21 00
Summerlee, No. 2 " ..	20 50	21 50
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron	32 00	32 50
Angles	2 60	2 65
Common bar, per 100 lb	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel	1 90	....
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign)..	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 25
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 75
Mining cast steel	0 07½	0 08
High speed	0 60	0 65
Capital tool steel	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	0 08½
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 00 33 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box.
I C, 14 x 20 base	$6 00
IX, 14x20 "	6 50
IXX, 14x20 base	7 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65. " 6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb.	3 80	3 85
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12½
Light copper bottoms	0 10½	0 11
Heavy red brass	0 10½	0 11½
" yellow brass	0 08½	0 09
Light brass	0 04½	0 06¾
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03⅛
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	12 50	13 50
Stove plate	11 00	10 50
Malleable and steel	9 00	8 00
Old rubbers	0 08	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 70 per cent.
High grade compression work, 65 p c.
Cushion work. 55 per cent.
Fuller work, 75 and 10 p.c.; No. 0, 80 p c., and 1 and 2 basin cocks, 75 and 10 p.c.
Flatway stop and stop and waste cocks 70 p.c.; roundway. 50 and 10 p.c.
J. M T. Globe, Angle and Check Valves, 55; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c.; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves. 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " "	1 50
No 7 Fuller's "	2 00
No. 4½, " "	1 85
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15, 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4¾c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Size	Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	[illegible]
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	[illegible]
4 "	33 48	4 "	44 28

Malleable Fittings — Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 55 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½ .... per lb.	0 33	0 35
2-lb. or over "	0 30	0 32

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

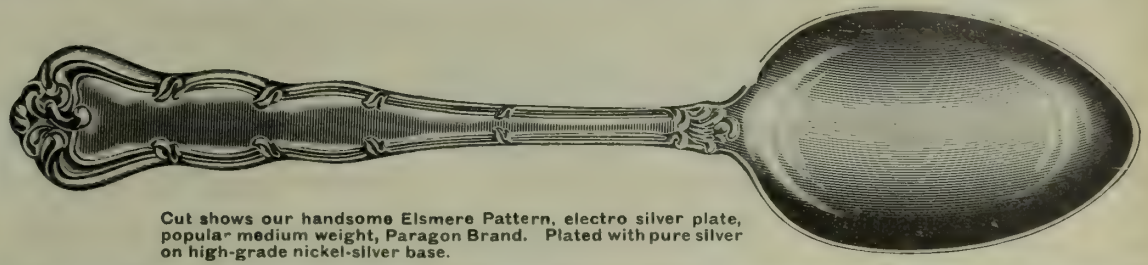
Barrels	0 24½
25-lb. drums	0 25½

PIGMENTS

Orange mineral, casks	0 09
" " 100-lb. kegs	0 09½

ELEGANT, USEFUL, DURABLE CHRISTMAS GIFTS

That's the kind of gift to recommend.



Cut shows our handsome Elsmere Pattern, electro silver plate, popular medium weight, Paragon Brand. Plated with pure silver on high-grade nickel-silver base.

The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 117 d'Youville Sq., Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins	0 70	0 90
" " 5 gal. tins	0 65	0 85
Sherwin-Williams paints,		1 60
Canada Paint Co.'s pure,		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints,		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel,		1 75
Island City pure paints,		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints,		1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 55 0 58
Linseed Oil, " raw	0 55 0 56½
" " boiled	0 58 0 59½

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators Pure	5 85	6 00
No. 1 Canadian	5 15	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P. lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs, "	5 00 5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic coaching		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps Brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's " Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Fla tine floor finish, per gal		3 00
Elastica exterior finish 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50	8 00
American, house bells, per lb.	0 35	0 40

Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 5 lbs.	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Cans and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 60	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad " cotton		2 10
Iron Clad " paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil 35 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 20	2 40
Solid "	1 50	1 75

SASH CORD.

Per lb	0 25	0 26

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13	
S. & D., " 5 "	0 11½	
S. & D., " 6 "	0 18	
Boynton pattern "	0 20	

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.	4 40
" 2, "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

METAL CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	8 00	9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 00
Ivory, No. 1282, 2 foot, each.... ...... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets. " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14 75 and 2½, doz.......... $23 00
Iron, No 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English ass skin, No. 921, 66 ft., doz. 2 85
Universal ass skin, No 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each 3 15
Chesterman's, linen, No 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5........... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63¾ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith......................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	

Double strap hangers, doz. sets.... 6 40
Standard jointed hangers, " 6 40
Steel King hangers " 6 25
Storm King and safety hangers 7 00
" " rail................ .... 4 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅝-inch....per gross 9 00
" " ¾ " .... " 10 00
" " ⅞ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................ " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in, $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2 75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net.................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10¼
Hay Budden, 80-lb. and over......... 0 09¼
Brook's, 80-lb. and over 0 11¼
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's...................... .... 0 13¼
Berg's, per lb...... .... 0 12½
Brook's...................... .... 0 12¼
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... [illegible]
Saw Vise.................... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, 10 and 10
" " 7-16 and up....	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts.......	60
Bolt Ends....................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint......	70 and 12½

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 12½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut.	Wire.
2d...........................	3 80	3 25
3d...........................	2 85	2 95
4 and 5d....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued, 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads. per lb.

Best thick brown or grey felt wads, in ½-lb. bags $0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............ 0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10gauge...................... 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 60
9 and 10 gauges.................. 0 70
and 8 " 0 90
5 and 6 " 1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—
11 and smaller gauge .... [illegible]
9 and 10 gauges 1 40
7 and 8 " 1 65
5 and 9 " 1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.; spring, 40c. upwards.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter		15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's..............	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

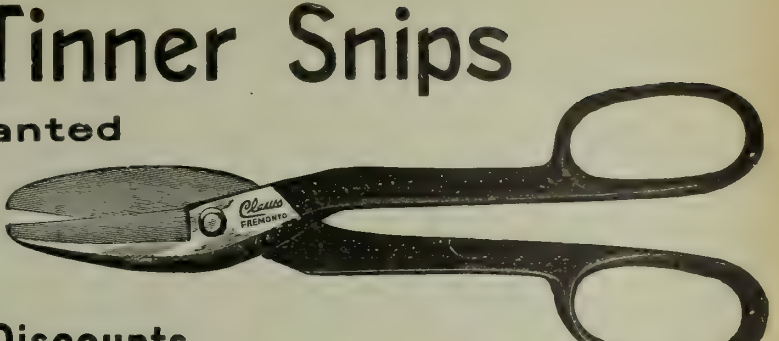
PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Clauss Brand Tinner Snips

Fully Warranted

Steel Faced on solid steel. Japan Handles, Highly Finished Blades.



Write for Trade Discounts.

The Clauss Shear Co., :: :: Toronto, Ont.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 50 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.
Can openers, per doz........... 0 40 0 75
Mincing knives per doz 0 50 0 90
Duplex mouse traps, per doz.... .... 0 65
Potato mashers, wire, per doz... 0 60 0 70
" wood " .. 0 50 0 60
Vegetable slicers, per doz 2 25
Universal meat chopper No. 1.. .... 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 and 5 p.c.
Star A1 chopper 5 to 32 .... 1 35 4 10
" " 100 to 103........ 1 35 2 00
Kitchen hooks, bright........... .... 0 60
Toasters, 50 p.c

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined...... per doz. 2 20 5 60
Galvanized.......... " 1 87 3 85
King, wood.......... " 2 75 2 90
King, glass.......... " 4 00 4 50
All glass .... " 0 50 0 90

METAL POLISH.

Tandem metal polish paste...... .... 6 00

PICTURE NAILS.

Porcelain head ......per gross 1 35 1 50
Brass head.......... 0 40 1 00
Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 80
" No. 50, nickle-plated, " 0 85
" handles, japaned, per gross 8 40
Common, plain...................... 4 25
" plated 5 50
Asbestos, per set............... .... 1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3 35; 4 in., $4.45; 5 in., $6 00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary............per 100 ft. 3 00

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, 25 per cent
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch........ " " 7 50
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz. 1 32
7-inch........................ " 1 47
Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ..... 2 50 Galvanized.... 2 75

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.— Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb.............. .... 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

BROOMS.

Nelson's.......... .... 2 25 3 65
" bamboo.... .... 2 95 3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose. per case.... .... 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz.... .... $ 3 00
0 Tubs, " 14 00
1 " " 12 00
2 " 10 00
3 " " 8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star and spring........ .... 0 90 1 10
Folding ironing boards......... 16 25 18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style............per doz. 8 10

WASHING MACHINES.

Round, re-acting per doz. 60 00
Square " " 63 00
Eclipse, per doz 54 00
Dowswell " 39 00
New Century, per doz 75 00
Daisy.............................. 54 00
Stephenson.......................... 74 00

WOODEN PAILS.

Cane's wire hoop 2-hoop 1 90
" " 3-hoop 2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. ... 35 00
Royal American, 11 in. ... 35 00
Eze, 10 in., per doz 36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross 6 00 7 00
Best quality 10 00 12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M 2 25
Small heel .... " 4 50

CARPET STRETCHERS.

American ....per doz. 1 00 1 50
Bullard's............ " 6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse ....per doz. 0 55 1 00
Axle .... " 0 22 0 33
Screw .... " 0 22 1 00
Awning .... " 0 35

PUMPS.

Canadian cistern 1 40
Canadian pitcher spout ... 1 80 3 16
Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal................................ 0 09½
Pure Manilla 0 12
"British" Manilla..................... 0 10
Cotton, 3-16 inch and larger......0 21 0 23
" 5-32 inch 0 25 0 27
" ¼ inch 0 25 0 28
Russia Deep Sea 0 16
Jute................................. 0 09
Lath Yarn, single 0 08½
" double 0 09
Sisal bed cord, 48 feet........per doz. 0 65
" " 60 feet........ " 0 80
" " 72 feet........ " 0 95

Twine.

Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" " 4-ply 0 29
Mattress twine per lb. 0 33 0 45
Staging " " 0 27 0 35

BINDER TWINE.

500 feet, sisal 0 08½
500 " standard 0 08½
550 " " manilla 0 09½
600 " " " 0 11½
650 " " " 0 13
Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita ....per lb. 0 25 0 37
Hindostan .... " 0 06 0 10
" slip .... " 0 18 0 20
" Axe.......... " 0 10
Deer Creek............ " 0 10
Deerlick .... " 0 25
" Axe .... " 0 15
Lily white .... " .... 0 [illegible]
Arkansas.............. " 1 50
Water-of-Ayr .... " 0 10
Scythe ....per gross 3 50 5 00
Grind, 40 to 200 lb., per ton....20 00 22 00
" under 40 lb., " 24 00
" 200 lb. and over .... [illegible]

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Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,, Montreal.

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Buffalo Mfg. Co., Buffalo, N.Y.

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Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

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Canadian Rubber Co., Montreal
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Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

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Taylor-Forbes Co., Guelph, Ont.

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Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton.
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Brass Goods.
Kerr Engine Co., Walkerville, Ont.
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Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

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Nelson, H. W., & Co., Ltd., Toronto

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Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co , Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
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Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

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Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

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Covert Mfg. Co., West Troy, N.Y.

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Guelph Spring and Axle Co., Guelph.

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Dominion Cartridge Co., Montreal.

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Oneida Community Limited, Niagara Falls, Ont.
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Dowswell Mfg. Co., Hamilton.

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American Shearer Mfg. Co., Nashua, N.H

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Buffalo Mfg. Co., Buffalo, N.Y.
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Dorken Bros. & Co., Montreal.
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Canadian General Electric Co., Toronto
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Eavetroughs
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McClary's, London. Ont.
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Montreal Rolling Mills Montreal.

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Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills. Montreal
Owen Sound Wire Fence Co., Owen Sound.
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Butterworth & Co., Ottawa, Ont.
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Dominion Wire Mfg Co., Montreal.
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Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
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Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Owen Sound Wire Fence Co., Owen Sound
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"Records broken at Bisley. A fine Canadian rifle." *London Daily Express, July 16th.*

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"Champion of the year." *New York Herald, July 16th.*

"Performance phenomenal by the Ross rifle." *London Field, July 18th.*

"The new Canadian rifle has made an unexpected and altogether successful appearance." *London Daily Mail, July 15th.*

"Great triumph for the Ross rifle which has beaten all the world's rifles." *London Standard, July 15th.*

"Many experts declare that Ross rifle better than new U.S. Rifle." *Nottingham Guardian, July 17th.*

"An individual triumph, the Lee-Enfield hopelessly beaten." *London Morning Post, July 15th.*

"The Ross rifle achievements were truly remarkable." *London Evening Standard, July 15th.*

"Great victory for the Ross rifle from Canada." *London Daily Express, July 15th.*

"The rifle of the future is the Ross rifle." *London Times, July 16th.*

"A'plague of possibles' with the Ross rifle." *London Sphere, July 15th.*

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BRANTFORD SCREW CO.

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WALKERVILLE, ONT.

Handle Profits

with profitable handles. We don't make poor goods — not a bit of it! Twenty years of sound, practical, experience in handle making has taught us that it don't pay. Every handle we turn out of our factory is judged from the critical standpoint of the customer, and if it isn't all right at first, we pretty soon make it so. We guarantee our goods and our goods make good our guarantee. If you offer a customer handles made by us, he may rest assured he is getting the best you can offer.

Give us your order now
and save future regrets

J. H. Still Mfg. Co., Limited

ST. THOMAS, ONTARIO

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Cylinder Night Latch, No. 103.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"It holds, where others fail"

WE WANT YOU TO TRY

Sheet and Spiral Packing

Long Fibre Asbestos and Rubber Perfectly Combined

Manufactured in Canada solely by

THE GUTTA PERCHA & RUBBER MFG. CO. of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Calgary Vancouver

Sheet Copper
Seamless Brass and Copper Tubes
Sheet Zinc
Zinc Spelter
Ingot Tin

Lowest prices on application to

B. & S. H. THOMPSON & CO., Ltd.

381-383 St. Paul Street,

MONTREAL

Agents for

UNITED STATES STEEL PRODUCTS EXPORT CO.,

AMERICAN SHEET AND TINPLATE DEPARTMENT.

DELTA

DELTA FILE WORKS

CARVER FILE CO.

PHILADELPHIA, PA.

An independent organization not connected with the trust in any form, shape or manner.

FILES OF QUALITY

FILES

The Highest Grade File Made
The File You Will Eventually Buy

Be FILE Particular

AND USE

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY **DELTA FILE WORKS** Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XX. PUBLICATION OFFICE: TORONTO, DECEMBER 12, 1908 NO. 50.

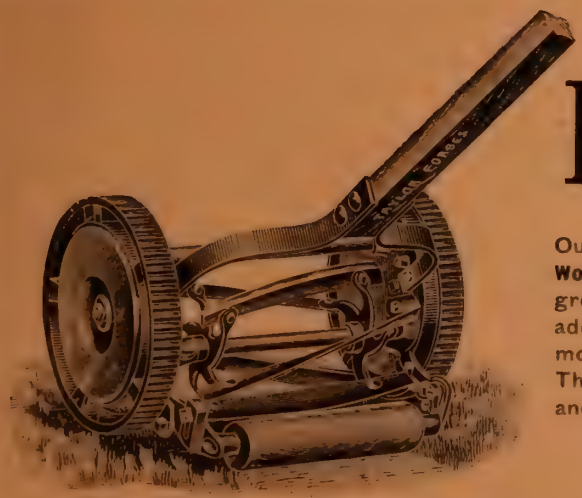
POCKET KNIVES
H. BOKER & Cos
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
For Sale by leading Wholesale Hardware Houses

"SOUTHERN CROSS" BLACK SHEETS.

Can be beaten into any shape, but you CAN'T beat the quality.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch



Now's the Time to Order
Lawn Mowers

Our line of high-grade machines, the **Empress** (ball bearing), **Star, Woodyatt, Daisy, Mayflower, Philadelphia** and **Ontario** (for bowling greens) are well known as trade leaders. The improvements we are adding to these machines for the season of 1909, will make them still more the dealers' favorites. We are using a new style of finish. The bearings are being made of a higher grade of carbonized steel, and all wheels and checks are being made heavier than formerly.

Send for our Catalogue

TAYLOR-FORBES CO., LIMITED

Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works - GUELPH, ONT.

TAYLOR-FORBES CO., Limited, 122 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, 290 Garry St., WINNIPEG, MAN.

Don't Wait for Something to Turn Up. Try a "WANT AD."

SEE OUR LISTS

The lines which we are offering suitable for Christmas presents, will give you the opportunity of a lifetime to secure really high-class articles at greatly reduced prices.

Our Travellers carry the lists of this class of goods and will be pleased to explain all to you.

RICE LEWIS & SON, Ltd.
TORONTO.

THE
White Mop Wringer

This Trade Mark
WHITE PROTECTION PATENT IS THE STANDARD MOP WRINGER
Guarantees Satisfaction.

Does Perfect Wringing with Perfect Ease.

Remember—
The "White" wrings to satisfy the most critical house keeper, maid or janitor.

Catalog for the asking

MADE IN CANADA.

Order direct or of your jobber

THE WHITE MOP WRINGER CO.
Fultonville, N.Y.

Figure It Out

There's a very strong reason why you should handle Still's

EUREKA RAKE

It's the strongest all wood Hay Rake on the market, mainly because the handle and brace pieces are sawn in one piece. You can't get any other rake like it for the simple reason that we have this feature patented. So your best plan is to sit down and write us for full particulars. : : : :

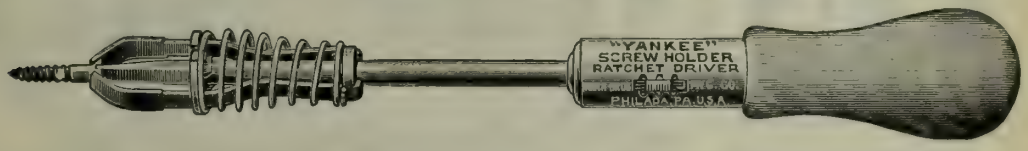
Price List on Request

J. H. Still Manufacturing Co.
Limited
St. Thomas - - - - - Ontario

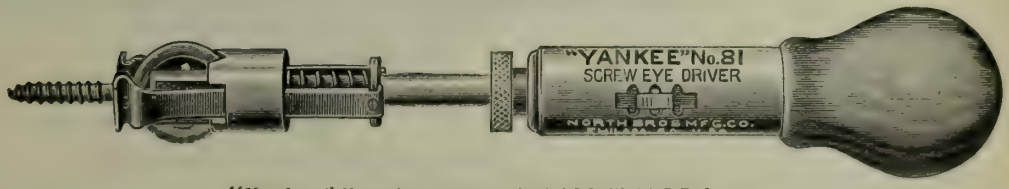
"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

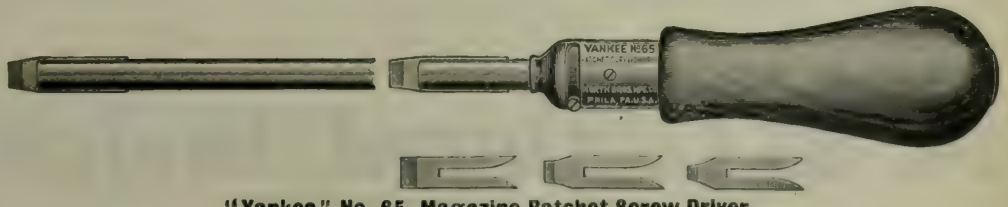
are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.

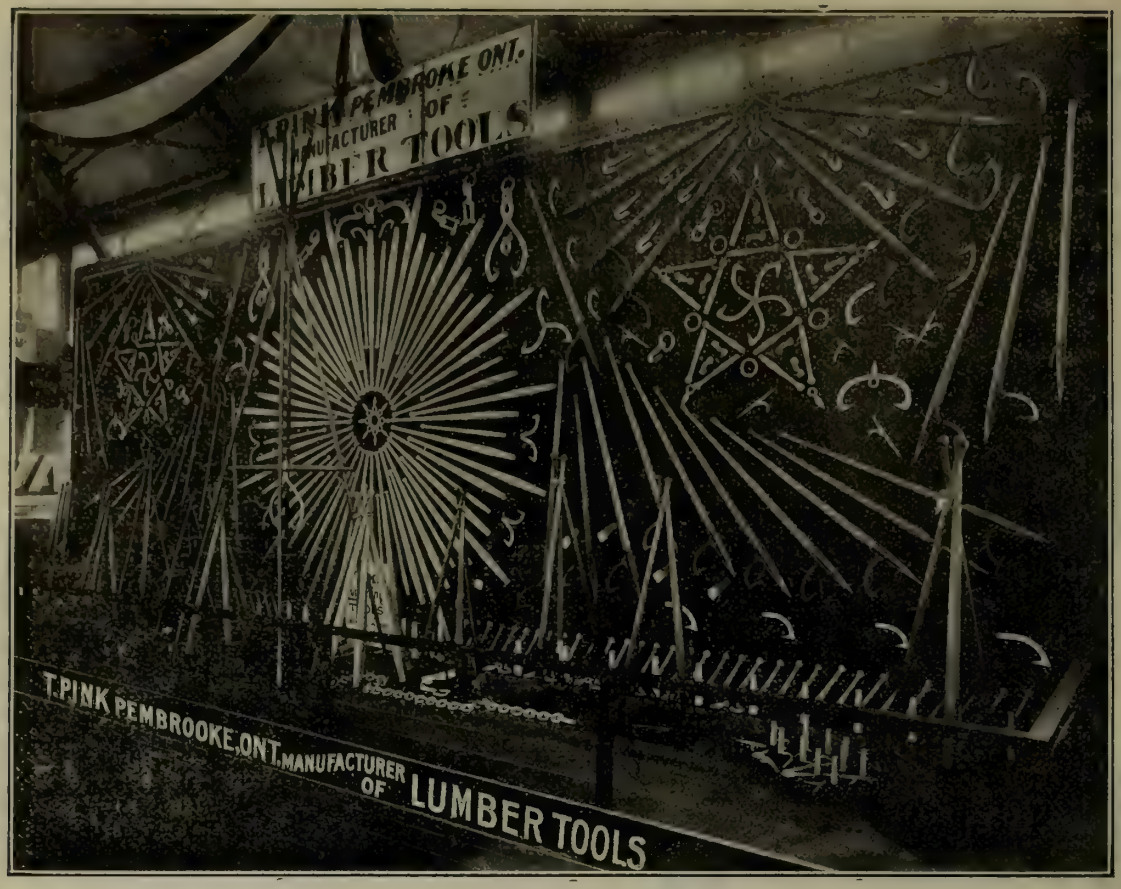


"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

TINNED SHEETS

Standard Sizes in Stock

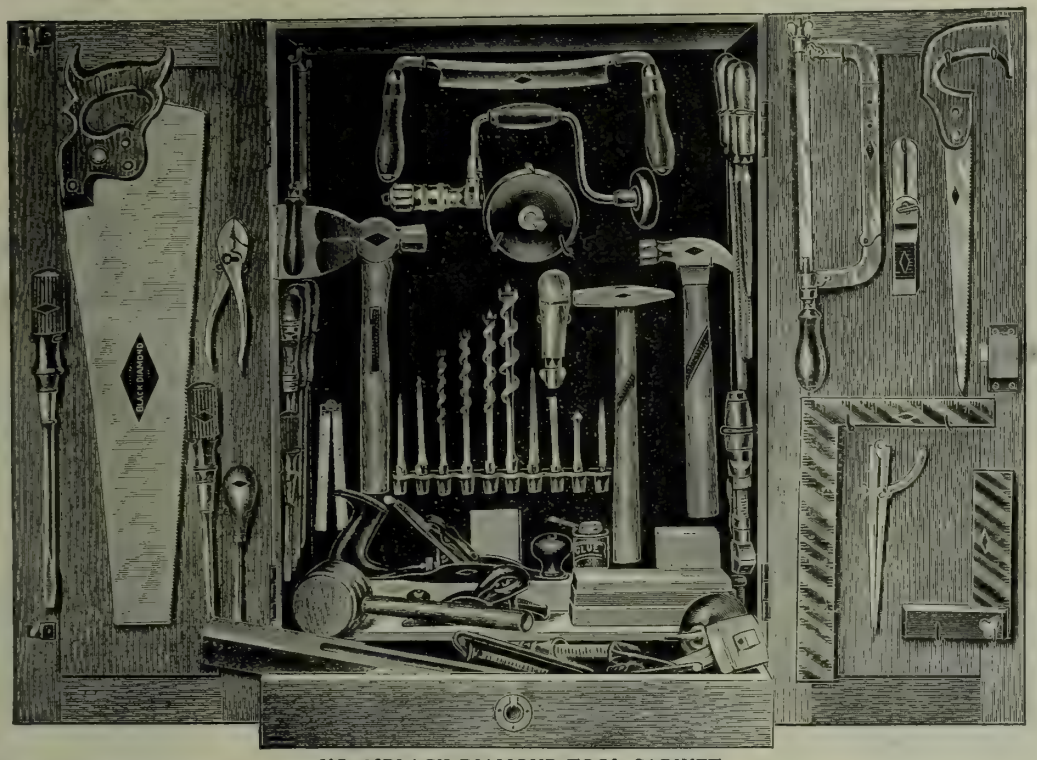
M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Gentlemen's Tool Cabinets

OUTSIDE
31 in. high.
22½ in. wide
8 in. deep



INSIDE
29½ in. high
21 in. wide
6½ in. deep

NO. 9 BLACK DIAMOND TOOL CABINET

ON NOVEMBER 14th we illustrated on this page No 11 Cabinet. This one is a little cheaper, in justice to the proprietors of this paper, we want to acknowledge right here, that these goods were well received by the trade and orders to date are far in excess to our expectations.

The Mark of Quality

BLACK DIAMOND

Trade Mark Registered

In Canada to-day there are thousands of citizens who have the money to buy a cabinet of this kind, and only want to know where they can make the purchase. Write us for a Black Diamond Tool Cabinet catalogue, and show the illustrations to these people and watch the results These cabinets are not toys but are made of the best quality oak and filled with the Finest Tools on earth.

Write to-day for Catalogue.

LEWIS BROS., LIMITED

EXCLUSIVE DISTRIBUTORS OF BLACK DIAMOND CABINETS AND TOOLS

MONTREAL

OTTAWA TORONTO CALGARY VANCOUVER

The Hobbs Hardware Co., Ltd.

ESTABLISHED 1876

LONDON **TORONTO**

SLEIGH BELLS

Send us your rush orders for Bells.

Stock large and well assorted.

Body Bells **Back Bells**

Swedish Bells

Shaft Chimes **Team Bells**

Ask for winter goods Catalog No. 18, if you have not received it.

The Hobbs Hardware Co., Ltd.

LONDON **TORONTO**

H. S. HOWLAND, SONS & CO. LIMITED

Only Wholesale

HARDWARE MERCHANTS

Wholesale Only

138-140 WEST FRONT STREET, TORONTO.

SLEIGH BELLS

"Dome" Bells
Body and Back Cast

"Quebec" Sleigh Bells
Rough, Polished and Nickel Plated

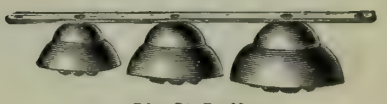
"Alaska" Bells
Body and Back Stamped

Size No. 4
"Centennial" Bells
Back, Cast Bell Metal

Sleigh Bells.
Body
or
Back.

Size No. 2
"Dexter" Bells
Body and Back

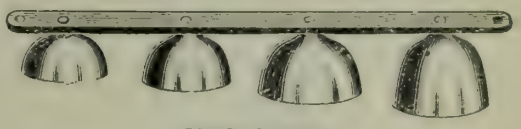
Shaft Bells
No. 6 –2 Bells, Wrought Steel Nickel Plated
No. 7 –3 " " " " "



Shaft Bells
No. 11 –3 Bells, Cast Brass Nickel Plated

Bells on Leather Strap

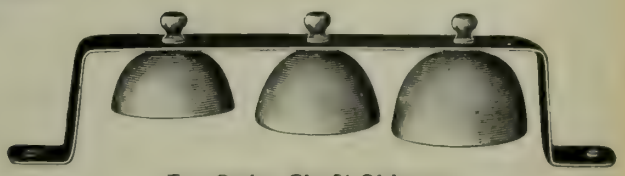
Shaft Chimes
4 Bells, Wrought Brass Nickel Plated



Shaft Chimes
4 Bells, Cast Brass Nickel Plated

Top Band Sleigh Bells

Shaft Chimes
Wrought Steel, Nickel Plated



Top Swiss Shaft Chimes
Cast Brass, Nickel Plated

For fuller particulars see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station

We Ship Promptly — **GRAHAM NAILS ARE THE BEST** — Our Prices are Right

Factory: Dufferin Street, Toronto

SOMETHING NEW SELLS AT SIGHT

Mrs. McGregor's Family Nail Boxes

These nail boxes are one of the best selling lines on the market, retailing at 10 cents per box.

Every nail is made from the best Steel Wire that is manufactured, and can be relied upon not to break or bend.

Each box contains an assortment of the following nails, moulding, finishing, casing, flooring, barrel, box, fence, cigar box and common steel wire nails.

Write for prices

Ask our travellers about them

Put up in handsome tin boxes containing about 500 nails, and weighing about one-half pound, just the right size for family use. Sizes range from 3/8-in. by 20 ga. to 1¼-in. by 12 ga.

Every hardware merchant should handle this line, as there is a large demand for the same.

Increase your profit by handling this line.
Send us a sample order.

FROTHINGHAM & WORKMAN, Ltd.
Wholesale Hardware and Iron Merchants
Montreal, - - - - - - Canada

"UNIVERSAL"

Bread and Cake Makers and Coffee Percolators are good selling lines at Christmas time, and should be kept well in front. They do not require pushing; their worth has been demonstrated by nearly five years of success and is well-known.

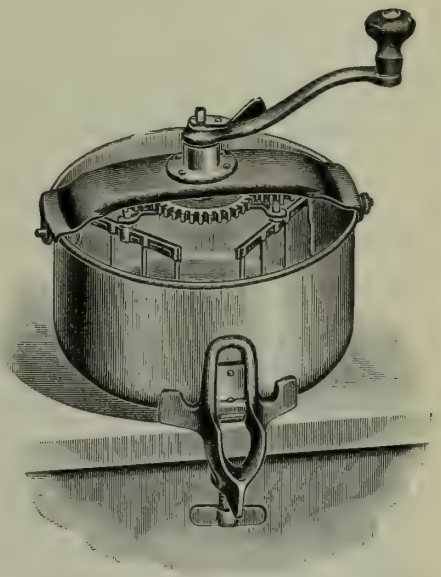
We have sold them since their introduction and the demand for them has been steady and increasing.

The number of "Universal" specialties is being added to constantly, and the new alcohol stove should be a good seller. It is a companion article to the Coffee Percolator but is useful for any work an alcohol stove will do.

Coffee Percolators in two styles, "Colonial" and "Empire." This one is "Colonial."

We have these goods in stock. If required in a hurry for your Christmas trade, telegraph us. We will ship at once.

The "Universal" Bread Maker in three sizes, 2, 4 and 8 loaves.



The "Universal" Cake Maker.

The "Universal" Alcohol Stove for wood alcohol.

Caverhill, Learmont & Co., Wholesale Distributors Montreal and Winnipeg

Give the "Gillette" a Chance

And It Will Make Money For You

Hundreds of dealers are making **big** profits out of "Gillette" Safety Razors and Blades this Christmas season.

They are **pushing** them—not keeping them on the shelf or in a dark corner—and not another specialty in the store responds so quickly in hard cash and substantial profits.

There's scarcely a man in the country who does not know of the 'Gillette," and wants one—if he has not one already. If he has, then he wants some "New Process" Blades.

Generous, persistent, effective general advertising has brought the customer to your door. Let the "Gillette" itself invite him in! Don't wait in the hope that he will come in to see if you keep it.

Tell him in your advertising!

Show him by your window!

Display the "Gillette"—the "New Process" Blades—the different combination sets. Fill your window and you'll soon sell most of them.

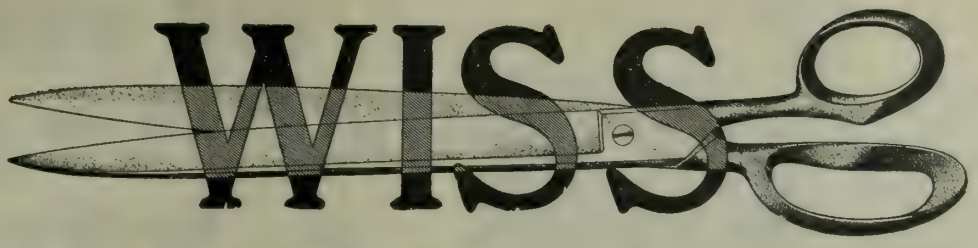
Every "Gillette" you sell means a steady customer for blades—and a well satisfied customer, too, for the "New Process" Blades carry the keenest shaving edge in the world.

Suggest the "Gillette" as a Christmas present. Bring it into the limelight—let it speak for itself—and tell your salespeople to speak for it at the right minute. Do that—and you will be surprised and pleased at the resulting profits.

Gillette Safety Razor Co. of Canada,

Limited

Canadian Office and Factory—63 Alexander St., Montreal



Shears and Scissors

WILL MAKE FRIENDS OF YOUR CUSTOMERS

ARE you really satisfied with your scissor, shear and cutlery trade? Have you the trade of the dressmakers, tailors and people who continually use good shears?

¶ Whenever one of your customers wants good scissors or shears, have you a pair to recommend which you know will not come back, but which will give absolute satisfaction?

¶ If you have not, *you should secure the Wiss line just as quickly as you possibly can.* Wiss Shears will advertise themselves—you will see your cutlery business grow, not only on account of the extensive advertising we are doing, but because every pair of Wiss Scissors or Shears that you sell will be an advertisement for your house. That is the line you should handle.

¶ The Wiss guarantee of absolute satisfaction not only protects the consumer but the dealer as well.

The Wiss cost you no more than ordinary shears—but cost more to make—sell better—and satisfy.

It is never too early to order High Grade Holiday Goods if you expect what you want at the right time.

WISS

HOLIDAY GOODS

Gifts that are ever before you will keep alive the pleasant memories of friendship the longest.

SEND A POSTAL AT ONCE TO

LEWIS BROS., Limited

EXCLUSIVE CANADIAN DISTRIBUTORS

OTTAWA
TORONTO

Montreal

VANCOUVER
CALGARY

READ THIS ADVERTISEMENT OVER AGAIN.

SEE THAT ALL **BUTT HINGES** YOU BUY

Bear the CRESCENT BRAND

Made in Bright Steel or Electro Plated

Our Finishes of Electro Plated in Planished or Polished

Antique Copper
Plain Bronze
Dull Brass
Bower-Barff
Antique Brass
Gun Metal
Bright Brass
Etc.

Our BRIGHT STEEL BUTTS are THE ONLY PERFECT BUTTS made in Canada.

SEND TO US IF YOUR DEALER WILL NOT SUPPLY YOU.

ALL STYLES ALL SIZES

CANADA STEEL GOODS CO.,
HAMILTON, ONTARIO LIMITED

Leave Your Money in the Country Wherein You Expect to Make Yours

---

The

BUFFALO LINE

ought to be represented in your store because Buffalo goods are goods of the highest quality and attractiveness. They are made to sell and stay sold.

Water Filters **Water Coolers**
Chafing Dishes **Baking Dishes**
Candlesticks **Cuspidors**
Wine Coolers **Match Safes**
Crumb Trays and Scrapers
Table Kettles and Stands
Coffee Extractors **Nursery Chests**
Tea and Bar Urns **Bathroom Fixtures**
Coal Vases and Hods, etc.

Have you got our Catalogs ?
Write us for them to-day.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co., 51 Yonge St., Toronto

Wire Rope

"ACME" BRAND

Highest Grade of Hoisting Rope Made

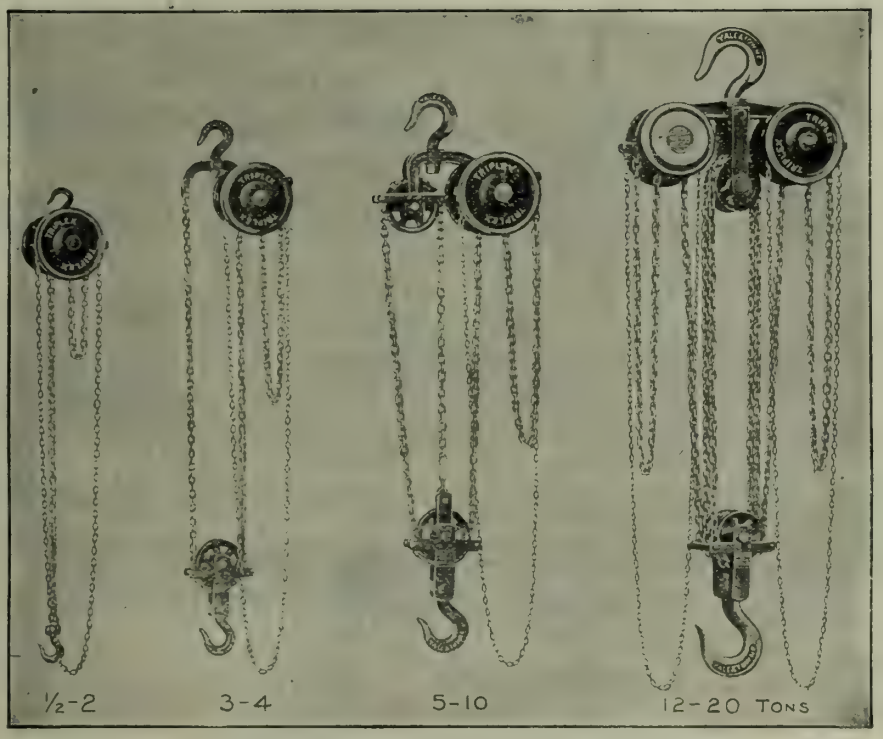
Extra Tensile Strength for Heavy Work

Use Greening's Rope Grease for Lubrication

THE B. GREENING WIRE CO.
LIMITED
HAMILTON, Ont. **MONTREAL, Que.**

YALE & TOWNE MFG. CO.

CHAIN HOISTS



SECTIONAL VIEW OF TRIPLEX BLOCK.

TRIPLEX HOISTS for every hoisting need, made in fifteen different sizes from ½ ton to 20 tons. They are the best hand hoists in existence. 80 % efficiency ; the best results obtained of any hoists are to be had from the TRIPLEX HOISTS. Adapted for jib cranes and over-head carrier systems.

TRIPLEX BLOCKS are quick and positive. The load is held in any position automatically by the original **WESTON BRAKE.** The latest and most modern shops are using the **YALE & TOWNE TRIPLEX BLOCKS** for handling work over 40 lbs.

Sole Canadian Selling Agents

The Canadian Fairbanks Company, Limited

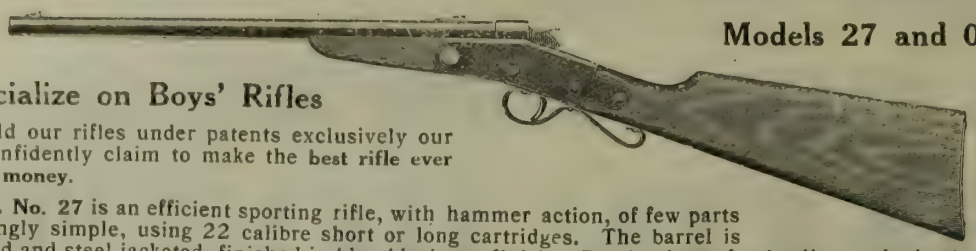
MONTREAL ST. JOHN, N.B. TORONTO WINNIPEG CALGARY VANCOUVER

Special Inducements to dealers to carry this line.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

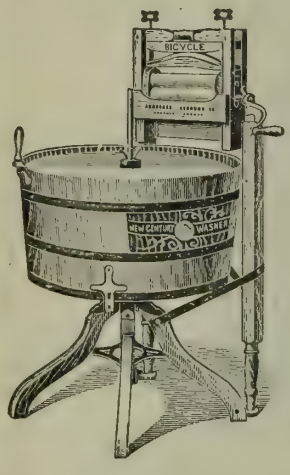
Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.

The NEW CENTURY WASHING MACHINE and its ONLY RIVAL

FOOD FOR THOUGHT



If you don't know The Dowswell line of **up-to-the-minute** Washing Machines, Wringers and Churns, you don't know all you ought to know about a good thing. Our Trade Mark is not a big thing to look at, but it is a mighty big thing to help tide over dull times.

THEY'RE SIMPLE and THEY'RE CERTAIN

The Dowswell Mfg. Co., Ltd.

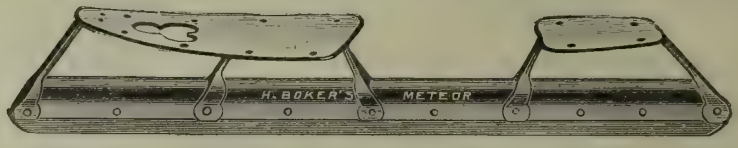
HAMILTON, - ONT.

Agents:
W. L. Haldimand & Son, 38 St. Dizier St., Montreal, Que.
Harry F. Moulden, 290 Carry St., Winnipeg, Man.

Perfectly Simple and Simply Perfect

Henry Boker's "Meteor"

LATEST AND BEST



EXPERT TUBULAR HOCKEY SKATE

The best and most scientifically constructed Hockey Skate made. Owing to the manner in which the tempered tool steel runner is set in the steel tube a thinner and lighter runner can be used than on any other skate, offering the least resistance and friction. The runner on this skate is made of the very best finely tempered tool steel and is but 1/8 inch thick. Double heel and triple sole supports.

VERY FAST, LIGHT AND STRONG

MADE IN BOTH NICKEL PLATE AND ALUMINUM FINISH.

B. TEST REG'D. **P.O. Box 366, Montreal, Can.**

LUMBERMEN'S BOOT CALKS

The Newest and Best in the Market

Handled by All Large Jobbers

MADE ONLY BY

Canada Screw Co., Limited

HAMILTON, - CANADA

Manufacturers of **Wood Screws, Tacks, Wire** (all kinds), **Wire Nails, Rivets, Iron and Copper; Machine Screws; Stove, Sink, Sleigh Shoe and Tire Bolts; Bright Wire Goods.**

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL

We Also Manufacture

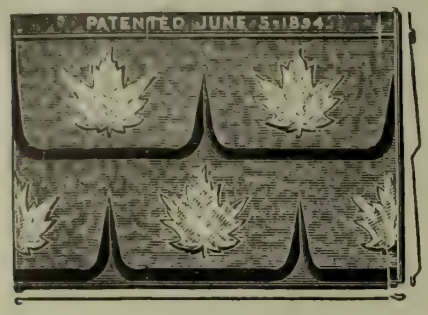
- *Barb Wire*
- *Galvanized Wire*
- *Coiled Spring Fencing*
- *Brass and Copper Wire Staples*
- *Jack Chain*
- *Spring Cotter Pins*
- *Flat Cotter Pins*
- *Wire Barrel Hoops*
- *Galvanized Strand Wire*
- *Mattress Wire*
- *Broom Wire*
- *Hat and Coat Hooks*

Wire Nails
Wood Screws
Bright Wire Goods

IRON AND STEEL WIRE

Ask for Dominion Goods

"Safe Lock" Galvanized Steel Shingles



There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market and is still the best. Get your prospects in line and then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal. "We work with the trade."

The Metal Shingle and Siding Company, Limited

HEAD OFFICE and WORKS: PRESTON, ONT. BRANCH OFFICE and WORKS: MONTREAL

GENERAL SALES AGENTS

St. John, N.B.	Quebec	Toronto
Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
Winnipeg	**Calgary**	**Vancouver**
Clare & Brockest	Ellis & Grogan	Wm. N. O'Neil & Co.

Easy to Adjust—Always Satisfactory

LePage's Oil Door Check and Spring

We also manufacture an unbeatable line of

BOTTOM STOPS

It will pay you to write at once for our Price List

LePage Door Check Mfg. Co.

237 Lansdowne Ave., TORONTO

PHONE PARK 1086

WM. KEATING, Manager

BAR IRON

A Profitable Combination

is high quality combined with low price. And that is precisely the combination you get when you order London Bar Iron. The quality is all that could be desired, every bar being chemically perfect and properly rolled.

WRITE US FOR QUOTATIONS.

LONDON ROLLING MILL CO., LIMITED

LONDON — CANADA

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

CEMENT.

THE HANOVER PORTLAND CEMENT CO., LTD.
Hanover, Ontario.
Manufacturers of the celebrated
"Saugeen Brand"
OF PORTLAND CEMENT.
Prices on application. Prompt shipment.

CLIPPERS.

Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

CHECK BOOKS

"PLIC" BOOKS
For making carbon copies of your letters and orders.
Write for information.
The CARTER-CRUME CO., Limited
445-447 King St. W., Toronto, Ont.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

Are you interested in any of the line that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention HARDWARE AND METAL.

FOOD COOKERS

FOOD COOKER
Tank directly over fire heats quick with little fuel. Safe—can be placed anywhere a stove can. Very satisfactory. Used for many purposes. Prices low. write us.
The Steel Trough & Mach. Co. Ltd.
Tweed, - Ontario

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

SPECIALTIES FOR DECEMBER.
are: Asbestos Stove Pipe Thimbles, Gas Heating and Cooking Stoves Combined, Four Styles Heating Drums, Air Tight Heating Stoves, "Nestable," Four Styles Ash Sifters, Three Styles Toasters and other good specialties, all Hardware Stores.
THE COLLINS MFG. CO., TORONTO.

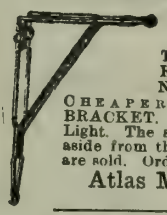
RIVETS & STEEL PRODUCTS

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

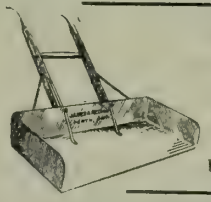
SHIP, YACHT & BOAT FITTINGS.

Davey's Patent Windproof Ship Signal Lamps
Ship, Yacht and Boat Fittings of all kinds.
DAVEY & CO., 88 West India Dock Road. LONDON, E., ENG.

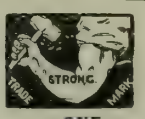
SHELF BRACKETS.


Will Hold Up a Shelf
That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
Atlas Mfg. Co., New Haven.

SKATING RINK SCRAPERS


SKATING RINK SCRAPERS
Will clean the ice off in half the time. Appreciated by rink managers everywhere.
JAMES & REID, Sole Mfrs.
Perth - - - Ont.

TOOLS.



ARMSTRONG PLANER TOOLS Are ALWAYS ready for use.
7 Sizes. Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.
ONE
with an assortment of Cutters.
EQUAL A DOZEN FORGED TOOLS.

VENTILATOR

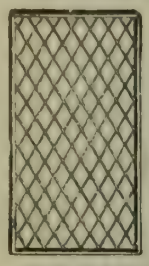
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

CRESCENT WIRE AND IRON WORKS.
Kingston, - Ontario
We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings
PARTRIDGE & SONS, Proprietors.

PARKER WIRE GOODS COMPANY
1 Assonet St., WORCESTER, MASS., U.S.A.
GENERAL AND SPECIAL WIRE HARDWARE.
Write us for prices
New York Office, - 107 Chambers St.

"If It's Made of Wire We Make It"



Let us quote you when in need of

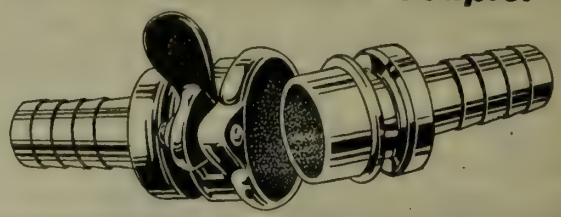
Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.

THIS IS A
Time Saver Hose Coupler



No threads to wear smooth. Washer in a place where it can't get lost. Just press the lever with your thumb and you make an absolutely water tight coupling instantaneously.

Write for Description and Price List.

The Time Saving Coupler Co., Limited
166 Bay Street - - TORONTO, CANADA

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

"DIAMOND" Brand FITTINGS

Look for the Diamond trade mark on all your fittings. It is a guarantee that they are perfect in material, threading and finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, - CANADA

RODGERS' Cutlery & Plate

NONE GENUINE unless bearing the TRADE MARK:

James Hutton & Company
Montreal

Sole Agents for Canada.

Canada Foundry Company, Limited

14-16 KING STREET EAST

Montreal, Halifax, Ottawa, **TORONTO, Canada.** **Winnipeg, Vancouver, Rossland.**

MANUFACTURERS OF

Power Appliances of all Kinds

Complete Power Plants, Steam, Gas, or Electric.

The Ideal Duster

IS A MECHANICALLY CORRECT MOP HEAD

Scientifically constructed to close automatically with a firm—almost positive—grip, designed especially for dusting purposes, which, with a yard or two of ordinary cheese cloth

Solves the Polished-Floor Proposition

Supplied through the jobbing trade generally, through whom orders are solicited. For prompt shipments on the moment order through

WALTER WOODS & Co. } Hamilton
WOOD, VALLANCE & Co., }
and Montreal and Toronto Jobbers.

TARBOX BROS., Manfrs.
TORONTO, ONT.

British Depot, 2 Hope Chambers, Liverpool
Manfrs. of the Tarbox Self-wringing Mop, Tarbox Pillow-Sham Holders, Etc.

No. 5573

HUBBELL LAMP GUARDS

THE GREATEST LAMP PROTECTION, THE LEAST LIGHT OBSTRUCTION, SUPPORTED ON SOCKET AND NOT ON LAMP

Note the Screw Cap. Unsurpassed for simplicity. Intersecting wires are electro-welded.

Approved by Underwriters

The R. E. T. PRINGLE Co., Ltd.

MONTREAL WINNIPEG

The Best Sellers in Canada

Because they are so handy—so easy to run—so hard to wear out—more

"FAVORITE" CHURNS

are sold in this country than any other make. Light but perfectly rigid angle-iron base, roller bearings, hand, foot or combination drive, axles BOLTED to the barrel, metal work aluminum painted OVER WHITE LEAD—these are some of the features that make this churn really the "FAVORITE." Eight sizes—to churn ½ to 30 gallons.

WRITE FOR BOOKLET AND PRICES.

David Maxwell & Sons, St. Mary's, Ont.

SPECIAL OFFER RULES

White and Yellow. Ask for it.

Schuchardt & Schutte

91 Youville Sq., Montreal

New York, London, Shanghai, Berlin, Vienna
Stockholm, St. Petersburg, Copenhagen, Budapest,

LOW PRICES HIGH QUALITY NO DUTY

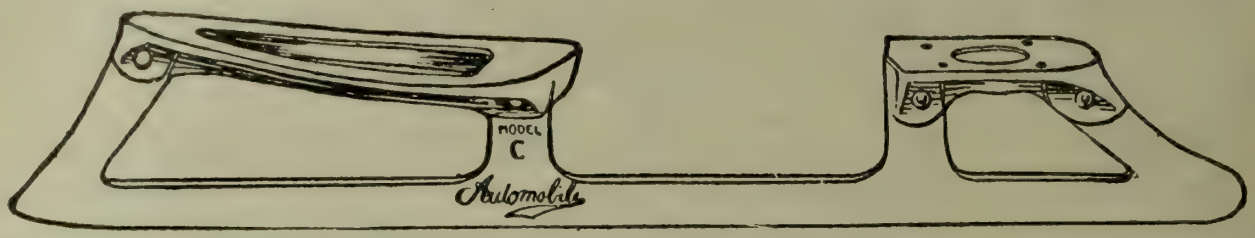
These are the three advantages which the Canadian hardware trade are offered by us. Why pay duty on imported abrasive goods? Our **Emery and Corundum Scythe Stones,** Razor Hones, Knife Sharpeners, Axe and Slip Stones, Grinding Wheels, etc., are the best made.

Catalogue Sent on Request

CANADIAN HART WHEELS, Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited

The "Automobile Skate"

Ounces lighter than any other—and stronger



The "Automobile" Skate is made in all sizes—for women, men, and children. And this skate is not only lighter in weight than any other on the ice, but it is of more particular finish, and of very superior workmanship.

It carries with it our absolute guarantee for one year against breakage.

We're advertising this skate over the whole country. It's the largest seller on the market to-day—stock-up for the demand.

Canada Cycle & Motor Co., Limited

Toronto

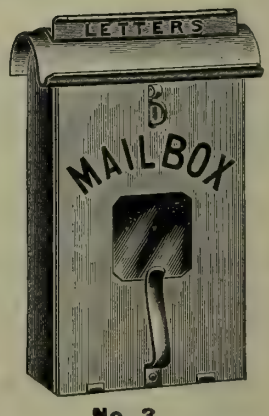
A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1

No. 2



No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG LIFE

Copper Hardened

BABBITT

Best Babbitt Value in the World.

LONG LIFE METALS

Copper Hardened

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. *25c. lb.* *Write for Booklet*

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

HAMILTON BRIDGE WORKS COMPANY, LTD.

Established 1872 at HAMILTON, CANADA.

BRIDGES—RAILWAY and HIGHWAY

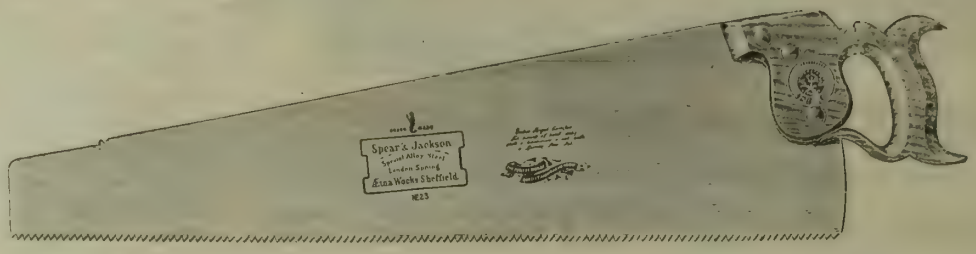
STRUCTURAL STEEL

5000 Tons of Steel in Stock

—BEAMS, ANGLES, CHANNELS, PLATES, ETC.

Manufacturers of **Locomotive Turn Tables, Roofs, Steel Buildings, and Structural Iron Work of all descriptions**

LOOK OUT!



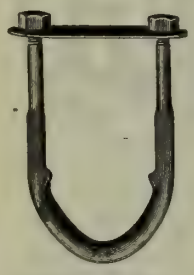
¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.

STOCK THESE STAPLE SEASONABLE SELLERS



Evener Staples

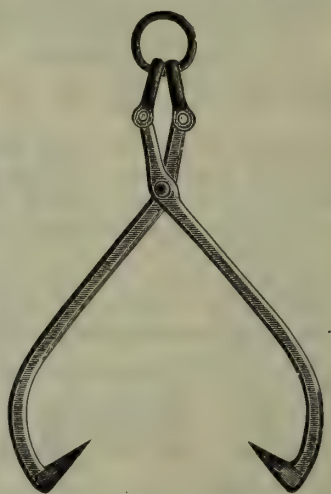
Made of hand wrought ¾ or ⅞ in. steel.

Every hardware dealer should stock them.

Solid Eye Dogs

Made in three sizes, 7/16, ½ ⅝ in.

Loading Block with Swivel.

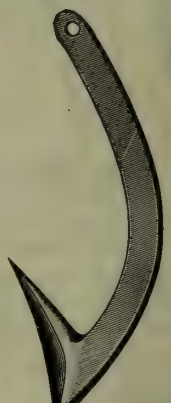


Skidding Tongs

1 in., 1⅛ in. and 1¼ in. octagon.

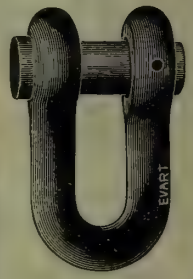
Swamp Hook

1 in., 1⅛ in. and 1¼ in., Octagon.



Hooks

Only for Cant Hooks and Peavies, Round or Duckbills.



Boom Shackle

Made of ⅞ in. Steel or Swedes Iron, interchangeable Pins, made so they won't head when driving out.

We make the best line of Cant Hooks, Peavies and Pike Poles.

Send for Catalogue and Discount Sheets

CANADIAN LOGGING TOOL CO., Limited

SAULT STE MARIE, - Ontario

Furnaces AND Stoves

For all Fuels

That means the

Record

When you buy a poor furnace or a poor stove you buy trouble, sell the best only, the Record.

Our system stands alone without a rival, and would we guarantee it as we do if it were anything else? After the first sales, which by the way we help you to get, they sell themselves. They have easily understood points of merit, possessed by no other furnaces or stoves.

Get in Line With the Best Leaders

Make this a New Year's resolution and keep it: Namely, to get after the stove and furnace business of your district and town and hold it. Get our book on heating systems. It will make life easier for you and give you intelligent talking points for your stove and furnace business. An evergrowing reputation is the reward of Record dealers. Record goods have no equal. Best in construction, durability, power and economy. Write us for particulars.

Record Foundry and Machine Co., Ltd.

Montreal, P.Q. ═══ and ═══ Moncton, N.B.

Sales Agencies at : Toronto Winnipeg Calgary Vancouver and St. Johns, Nfld.

Made to Sell and Stay Sold

the

LACKAWANNA FURNACE

Why? Simply because its design is based upon unalterable heating facts, and that design carried out by superior workmanship and the use of the highest grade material. The Lackawanna is chock full of good value from the base ring to the dome top. We guarantee the Lackawanna to be a perfectly efficient heating apparatus, while at the same time being an extremely economical fuel consumer.

Made in five sizes. 18½ in., 23 in., 26 in. and 30 in. firepot

Butterworth & Co., Limited, Ottawa, Ont.

Why You Should Handle the "Galt Kind" in 1909

One good reason—it will pay you. Discriminating people demand "Galt" Roofing, Ceiling, Siding, etc., and they expect you to have them when they want them.

The "Galt" dealer has a line of Sheet Metal Building Material which it pays to push—one that embraces all the newest and best made. He also has the protection and assistance which make the business pleasant and profitable.

We want one good, live dealer in every locality to represent us for 1909 and we want him to "get busy" right away. Many good territories still open. Are you interested?

The Galt Art Metal Co., Ltd.

GALT, ONTARIO

FIG. 92

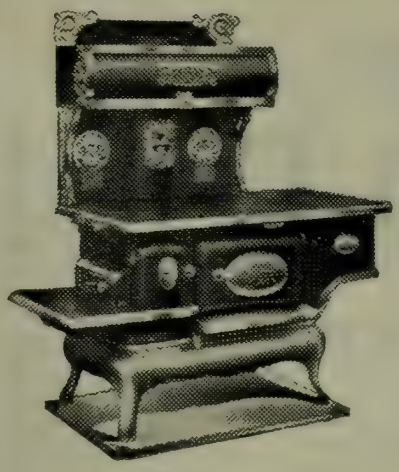
If there is anything in the way of a Pump called for which is not shown in our catalogue, please let us know as we are anxious and willing to add any lines which will be of benefit to your customers.

McDougall Pumps

are Standard Pumps wherever civilization has set foot.

The R. McDOUGALL CO.

Galt, Canada LIMITED



You May Guarantee Satisfaction

Every time you sell an

EMPIRE QUEEN RANGE

There isn't another iron range on the market equal to it. It is equipped with the latest Duplex Grates, with separate grates for wood, simple and easily interchangeable. A special baking draft forces heat twice around the oven. Castings are smooth, well proportioned and flawless. The deep ashpit is so constructed that no ashes can fall outside the ash-pan. Easily cleanable, handsome nickle trimmings. The Empire Queen heats water quicker than any other range on the market. Made in eight sizes.

Write To-day for our Price List

Canadian Heating and Ventilating Co., Limited

OWEN SOUND - ONTARIO

Selling Agents : Christie Bros. Co., Limited, 802 College Street, Toronto, Ont. Christie Bros. Co., Limited, cor. Henry and Park Sts., Winnipeg, Man Abercrombie Hardware Co., Vancouver, B.C. The Can. Stove & Furniture Co., Montreal, Que.

Crown Perfection Range

Why is the Crown Range

taking so well among the trade?

Because it not only has good talking and selling points, but because these talking and selling points are **real points of merit** that will stand back of the dealer after he has sold the Range.

Ask us to tell you about the
TWO-WALLED OVEN

The JAMES SMART MFG. CO., Limited

BROCKVILLE, ONTARIO

Get in Line for

XMAS TRADE!

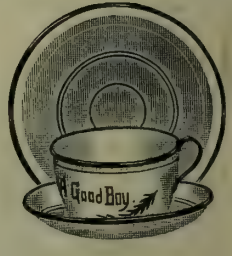
McCLARY'S FAMOUS ENAMELWARE.

Have you placed your order for

"Famous" Child's Sets

(Cup, Saucer and Plate)

for Christmas trade? If not, do so at once. Make a window display of the sets and you will find the children will want them, and their parents will buy them.



These sets are made without a flaw. They are attractive, ornamental, refined, beautiful in finish, and yet have the necessary toughness to resist hard usage.

Three coatings of snowy white enamel, both inside and out.

Enamel mixtures pure and non-injurious.

Don't fail to order and disp'ay this strong Christmas seller.

McClary's

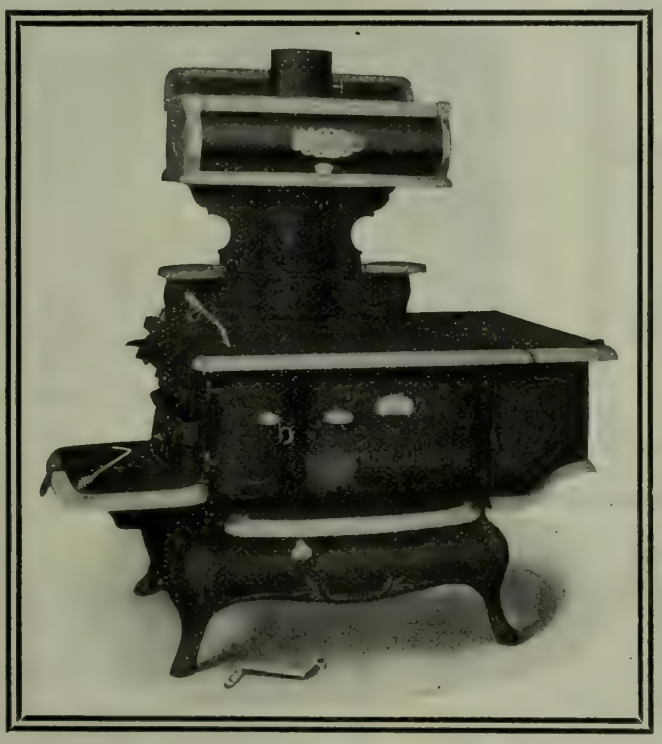
London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary

Speed Up Your Winter Sales With

The Imperial Oxford

—THE RANGE THAT SELLS BEST—

This is a likeness of one of the "100 Series"– a line that earns live dealers large profits and earns them easily. This is the range which cures dealers of the notion that there are 'seasons' in range - selling. The Imperial Oxford sells all the year round — to any store's trade. Test it and prove it.



The Imperial Oxford sells best because every woman who sees it admires its looks to start with; and when she is shown how far improvement has been carried in the practical details of its design, she won't be satisfied with any other range. It is the range that will put your store ahead of competition.

Right NOW is the right time to get after the Gurney agency for next year. There are openings in a number of towns for a really wide-awake dealer to make more money, and make it easier, than ever before. 1909 will be a banner year in the Gurney business—and a busy and most profitable year for every Gurney dealer. If you haven't talked it over with us yet, do so NOW.

Let us put you on the list now for our new literature—nearly ready—showing the increased variety of cooking and heating apparatus of every good kind that is now included in the Gurney line. Ask our nearest place.

The Gurney Foundry Co., Limited

Toronto Montreal Ottawa London Hamilton Winnipeg Edmonton Vancouver

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores with Connellsville Coke as Fuel. "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

DRUMMOND, McCALL & CO.,
or to MONTREAL, QUE.
CANADA IRON FURNACE CO.
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

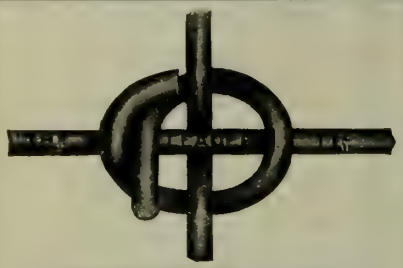
THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY
Technical Book Department
10 FRONT STREET EAST, - TORONTO



SOMETHING NEW IN FENCE

The "Leader" Woven Wire Fence does not bow or sag when erected. It is made of all No. 9 hard galvanized wire, with double-grip lock.

GATES, WIRE and FENCE SUPPLIES
Hardware Merchants wanted to handle our Goods.

LEADER FENCE

Frame & Hay Fence Co., Ltd., Stratford, Ont.

Proper Refrigeration

requires something more than the placing of a chunk of ice in a thick box. Air circulation is absolutely essential. The cold, dry air that falls from the ice box of a Sanderson-Harold Refrigerator rises after it has become heated to the top of the ice box, where it is condensed, and passes off in the form of water The result is perfectly cool and dry air in the cooling compartment, the perfect preservation of all foodstuffs therein, and absolute freedom from the taint and stale odor so common to many refrigerators

Write for our Catalogue to-day

The Sanderson-Harold Co., Limited
Paris, - - Ontario

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

IT IS IMPORTANT

to have Brooms with ***smooth handles.*** Many a Broom, otherwise first-class is condemned because of a rough handle. For this reason we have just installed machinery for ***sandpapering all our Broom Handles*** and our customers may rely upon getting first class Brooms with perfectly smooth handles.

STEVENS-HEPNER CO.

Limited

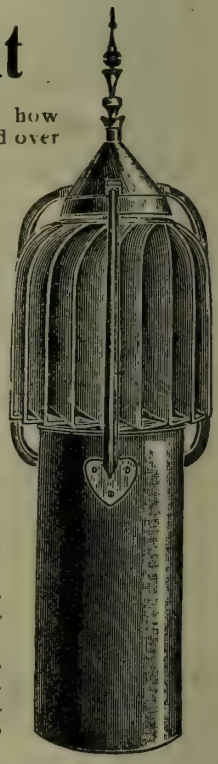
Port Elgin, Ontario, Canada

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



Aeolian Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

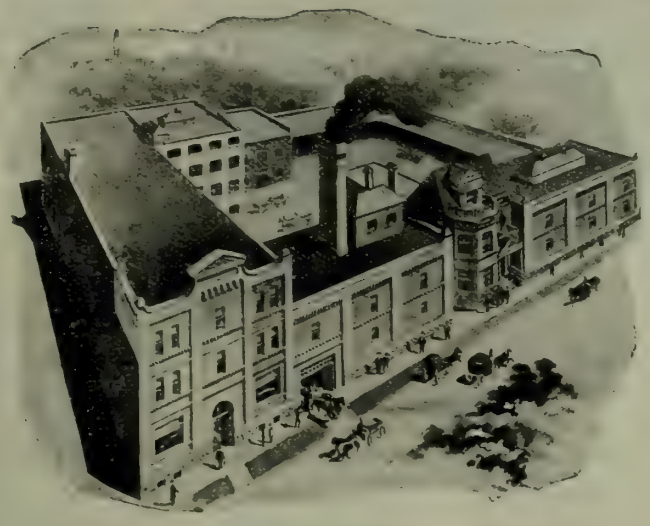
Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE J. W. HARRIS CO., LIMITED
General Contractors and Manufacturers
MONTREAL

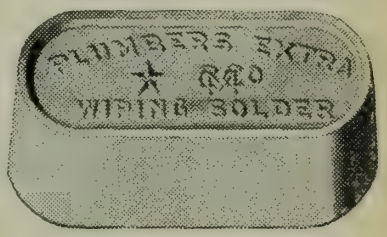
Do Repeat Orders Pay?



LEADING HARDWARES

Have found **IT SO**

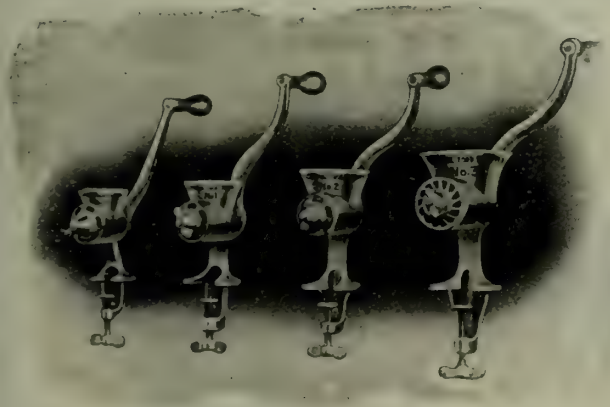
For all general Machine Bearings. It has no equal. You will find it the Best Seller you ever carried.



And it will bring Repeat Orders.

THE CANADA METAL CO., LIMITED

TORONTO, ONT.



The most satisfactory Food Choppers on earth, considered both from your standpoint and the standpoint of your customers, are without question the

"GENERAL" and the "SHIRREFF" STEEL KNIFE FOOD CHOPPERS

The knives on these truly ideal choppers are self-sharpening, self-cleaning and absolutely non-rustable. They are made in four sizes, and can meet the wants of cottage and mansion alike successfully.

Write for Prices and Profits!

SHIRREFF MFG. CO., Limited

BROCKVILLE, - ONT.

THE LARGEST

HOCKEY STICK

Manufacturer in Canada

The BEST and CHEAPEST Stick on the market.

Salyerd's Special

Takes the lead through Canada and the United States.

Wholesale and Jobbing Trade only supplied.

Manufactured by

E. B. SALYERDS,

Preston, Ont., Can.

Please note the address.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

INDEPENDENT CORDAGE COMPANY, LIMITED

Stocks at
TORONTO MONTREAL HALIFAX ST. JOHN WINNIPEG VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

LION TRADE MARK BRAND

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

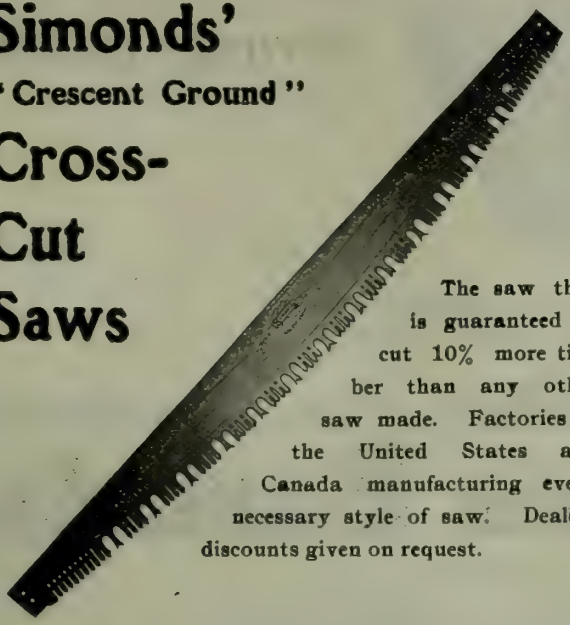
F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
MacGOWAN & CO., Vancouver, B.C.
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Vancouver, B.C. St. John, N.B.

Bone Cutters

This is a favorite size. We make other sizes, from

Small Hand

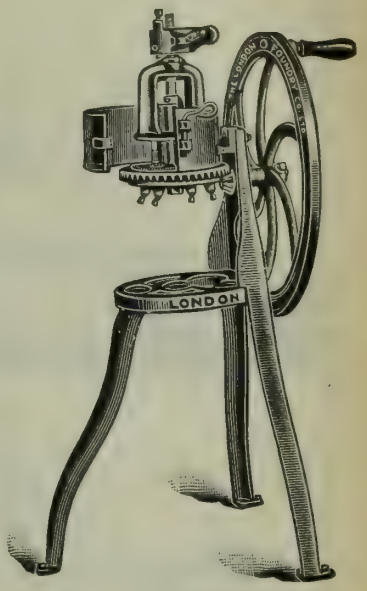
to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.

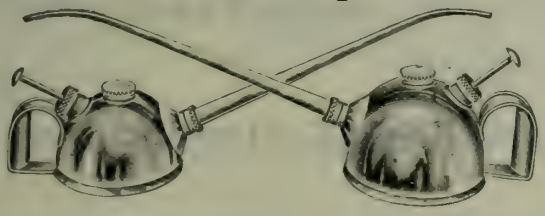
Send at once for catalogue and prices.

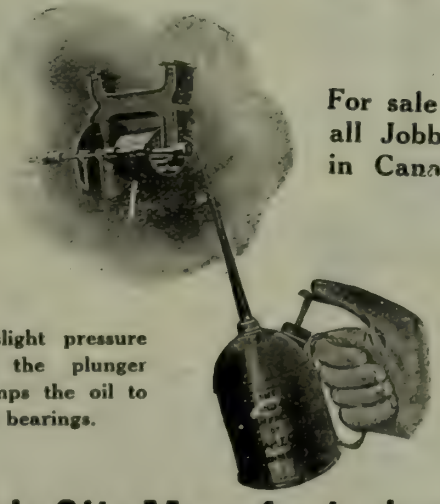


Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Howland Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U. S. A.

Hunters' Headquarters

That's the title your store will earn if you stock JOYCE'S ammunition. There's a LONG SEASON AHEAD. Make sure that you keep brands that will be asked for and BRANDS that are known to KILL always. WALTHAMS, IDEALS, NITROS and BALLISTITES. PLENTY OF GAME — Of course, but remember that it takes good AMMUNITION to bring in the GAME. YOU KNOW THE KIND unless you're living in a FOOL'S PARADISE. TO THE UP-TO-DATE DEALER THERE'S NO ARGUMENT. If your nearest jobber does not keep these lines write direct to

J. H. ROPER, SOLE CANADIAN AGENT,
82 St. Francois Xavier St., Montreal

F. JOYCE & CO., LONDON, ENG. Makers of ammunition for nearly a hundred years.

ESTABLISHED A.D. 1840

Here they are— Strong Sellers

Some people say that all clothes baskets look alike to them. But if you'll carefully examine

Nelson's

Willow Clothes Baskets

you will find they contain many evidences of specially good workmanship. The close weave is made from the best willow wands procurable. We can supply you promptly with four different grades in five different sizes.

WRITE FOR OUR ILLUSTRATED PRICE LIST

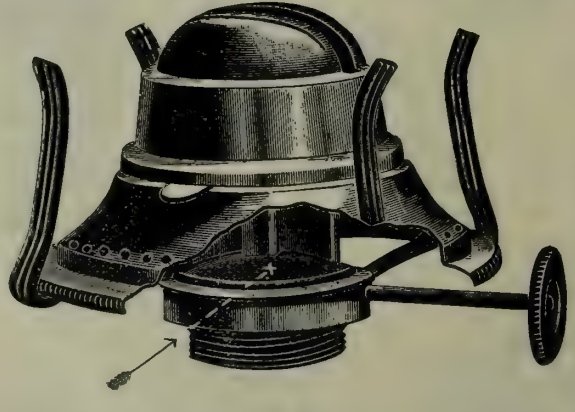
H. W. Nelson & Co., Limited

T O R O N T O

TALKING POINTS FOR DEALERS

WELL WORTH CONSIDERING

On our BANNER, CANADA, ONTARIO and HICONE Lamp Burners



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect, thus becoming saturated with oil and liable to catch fire.

OURS DON'T

Manufactured by

ONTARIO LANTERN & LAMP CO., Limited, HAMILTON, ONT.

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250″.

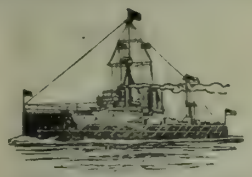
STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



REGISTERED TRADE MARK

A Marvel

WORLD RENOWNED PATENTED

"DREADNOUGHT" MILLING FILE

The best File on earth for steel, iron, brass, babbitt, lead, wood or anything else.

of economy, durability, rapidity, machine work, lathe or hand work. Your satisfaction or your money back. Get a sample dozen.

WRITE FOR CATALOGUE

Sole Manufacturer for Canada **J. H. HANSON TILLEY CO., Limited, 422-424 St. Paul St., MONTREAL**

All enquiries from American side should be addressed to The National File & Tool Co., The Bourse, Philadelphia, Pa.

MEN WHO SELL THINGS

BY WALTER D. MOODY.

This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods, for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of the Rut"; "How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 295 pages. Net, $1.60. By Mail, $1.10.

TECHNICAL BOOKS, 10 Front Street East, Toronto

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

SPEEDY
STRONG

LIGHT
DURABLE

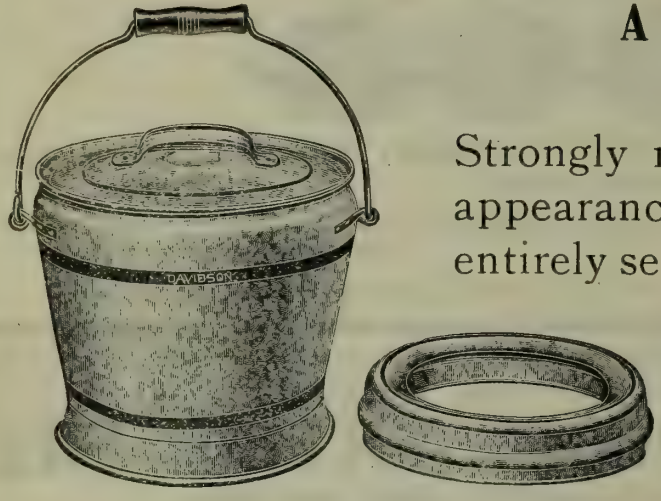
The "Regal" Skate

The "Regal" is well known. It is not one of those skates which are on the market to-day and gone to-morrow and never heard of again except in the merchant's account of unsold stock. The "Regal" is a seller and the hockeyists and skaters know it. Its good qualities have made it a favorite with tens of thousands. Send for Skate Book which will tell you all about the "Regal" and some 75 other skates manufactured by the

Starr Manufacturing Co., Ltd.
DARTMOUTH, N.S. Canada
Branch—126 Wellington St., W., TORONTO, ONT.
United States Agents, Lee & Underhill, 98 Chambers St., New York

Best for Hockey

The "Western" Slop Pail



A Modern Sanitary Pattern

CAPACITY—16 QUARTS

Strongly made and attractively neat in appearance. Cannot leak, as body is made entirely seamless, with an extra heavy coat of galvanizing, and is finished by being neatly banded with stripes of bright red.

Can be sold either with or without commode attachment

Ask our travellers about it and try a sample dozen

You'll find them trade winners

MADE BY

The Thos. Davidson Manufacturing Co., Limited

Montreal and Winnipeg

Get After the Milkmen and Dairymen of Your Town and District. Here is a Line That is New and Specially Perfected for the Country Trade. We Want the Up-to-Date Hardwaremen to Handle this Money-Making Milk Can.

What is in Your Milk Pitcher? Leading Editorial, Montreal Daily Star, Dec. 2, 1908.

The Main Defect of Milk Cans is in Their Construction.

Inspector's Report, Montreal Standard, Nov. 28, 1908.

Heed the Report of S. M. Barre, on the Milk Inspection published in "The Montreal Standard," Nov. 28th, 1908, which says :

"The main defect of milk cans is in their construction. They are made of too light material and are put together in such a way as to soon "become uncleanable. It seems as if their upper joints were made on purpose for gathering milk and putrefaction. In many cans we find a "crease in the upper joints. As a rule, the opening is too narrow, and very few of the covers are soldered so as to make them properly cleanable."

CHANGE YOUR MILK CANS ☞ AT ONCE ☜

The Public Demands This. ***The Authorities Will Enforce It.***

BUY THE "PERFECT" MILK CAN

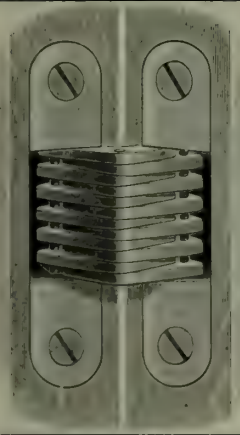
Only One Piece Can on the Market.—Pressed out of one piece of steel plate.

No seams—Completely smooth on the inside—Rounded corners—No crevices for dirt and bacillus to collect—Exceedingly easy to clean.
Unexcelled in Durability. Tinned three times. Money-Saving. Patented world over.
Used in the finest Dairies in all countries.
The only can awarded "Grand Prix" at the Franco-British Exhibition, 1908.
Made in sizes from one quart to 10 gallons Imperial measure, in one piece.
Place your orders now for Spring.

To-day is the day to write for Catalogue and get the agency at the same time. Will send a sample can at your request.

BURMEISTER & WAIN, LIMITED, ***13 St. John St. MONTREAL***

PHONE MAIN 4373.



The Soss Invisible Hinge

is as great an improvement over the ordinary butt hinge as is the electric bulb over the tallow candle. It is applied to the same part of the door and jamb as the butt hinge, and is just as simple and easy to apply. It is being used almost exclusively by large manufacturers of book-cases, china cabinets, pianos, ladies' wardrobes, desks, etc.

Send for descriptive booklet

The Soss Invisible Hinge Co.
Limited
104 Bathurst St. - - Toronto, Can.

Subscription Canvasser Wanted

To solicit subscriptions in Toronto for one of our publications.

A retired merchant or one who has had experience as a salesman preferred.

As high as $1,500 a year will be paid to a first class man.

The MacLean Publishing Company, Ltd.

Atkins Silver Steel

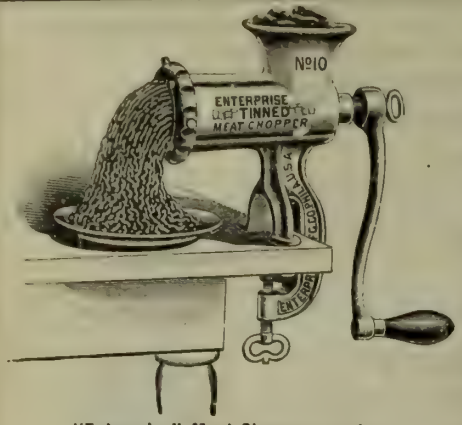
Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

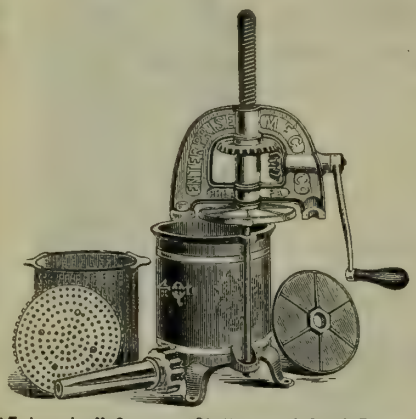
E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis



"Enterprise" Meat Choppers and



"Enterprise" Sausage Stuffers and Lard Presses

DRIVE THESE TANDEM!

Every user of an **"Enterprise" Sausage Stuffer and Lard Press** needs an **"Enterprise" Meat Chopper.** Sell them together. Push them together. Drive them "tandem."

Every dealer and almost every buyer, knows the superiority of genuine "Enterprise" Choppers.

Lest you forget we remind you of these points about the **"Enterprise" Sausage Stuffer and Lard Press :**

Accurately-bored cylinder. Lips on the inner tin cylinder to make easy its handling when heated. No hot iron cylinder to handle when pressing lard. A patent latch which prevents breaking of plates. Patent corrugated spout prevents air entering the casing thus assuring preservation of sausage.

Write for catalogue describing, illustrating and listing these and other "Enterprise" specialties. Get our advertising aids for dealers.

The Enterprise Mfg. Co. of Pa.,

Philadelphia, U.S.A.

21 Murray Street, New York. **438 Market Street, San Francisco.**

DISSTON SAWS

BACKED BY THE
DISSTON SAW WORKS
AND BY THE
DISSTON METHOD
of manufacturing

THIS BRAND

ON SAWS AND TOOLS

will continue to be recognized in the future as in the past

SIXTY-EIGHT YEARS

as a guarantee of Highest Quality and Efficiency.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

UNITED STATES
STEEL PRODUCTS EXPORT CO.
MONTREAL, QUEBEC

EXPORTERS OF THE PRODUCTS OF

CARNEGIE STEEL CO.
LORAIN STEEL CO.
AMERICAN BRIDGE CO.
ILLINOIS STEEL CO.
NATIONAL TUBE CO.
WESTERN TUBE CO.

AMERICAN STEEL & WIRE CO.
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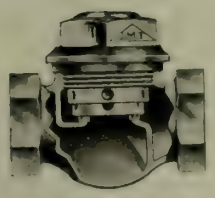
STEEL PRODUCTS OF EVERY DESCRIPTION

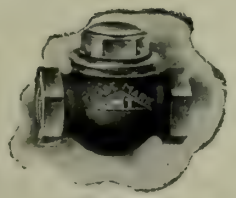
ENGINEERS' SUPPLIES

BRASS and IRON GOODS

J.M.T Injector


J.M.T. Cushion-disc Check Valve

J.M.T. Swing Check Valve


J.M.T. Renewable-disc Check Valve

J.M.T. VALVES and INJECTORS

QUALITY STANDARD

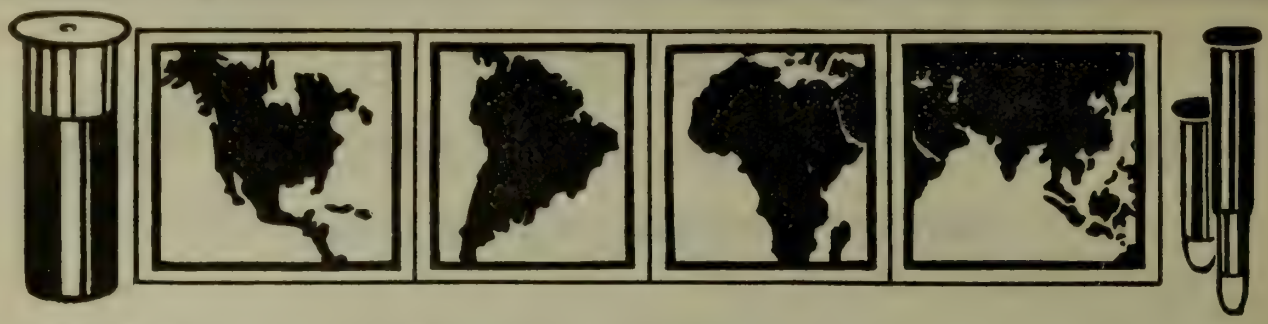
J.M.T. Steam Goods are sure winners

Where Quality and Utility is a consideration. Built to give long service and insure satisfaction to your customer.

We have a full line of Supplies for the Engineer, Plumber and Steamfitter

The James Morrison Brass Mfg. Co.

93-97 Adelaide St. West, TORONTO Limited



BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.

Dominion Cartridge Company, Limited, Montreal

KEMP'S Royal Tea and Coffee Pots

Nickel Plated

OF ATTRACTIVE DESIGN — HANDSOMELY FINISHED — HEAVILY NICKELED — WITH ENAMELLED WOOD HANDLES

NOS.	430	440	450	460	431	441	451	461
PINTS	3	4	5	6	3	4	5	6
PER DOZ.,	$13.90	$15.15	$16.40	$17.65	$13.90	$15.15	$16.40	$17.65

Packed separately in cardboard boxes — Put up 1 dozen in a case

WRITE FOR DISCOUNT.

KEMP MANUFACTURING CO.

Corner Gerrard and River Streets - Toronto, Canada

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

Canadian Wholesale Hardware Association.—William Starke, Montreal, president; D. H. Howden, London, vice-president; A. Jeanotte, Montreal; W. J. Lawson, S. R. Kennedy, Toronto; J. G. Lewis, Montreal; A. Prudhomme, Montreal, directors; James Hardy, Toronto, secretary-treasurer.

Maritime Wholesale Hardware Association.—W. G. Robertson, Halifax, president and secretary; W. S. Fisher, St. John, vice-president; George C. Weldon, St. John; John A. McAvity, St. John; John M. Robertson, St. John, Percy Simmonds, Dartmouth, A. J. Grant, Halifax, executive.

Hardware and Metal Association of British Columbia.—John Boyd, Vancouver, president; J. A. Cunningham, New Westminster, vice-president; John Burns, Vancouver, secretary-treasurer.

Alberta Hardware Merchants' Association.—John Drewe, Calgary, president; R. L. Gaetz, Red Deer, first vice-president; J. Dowcett, Edmonton, second vice-president; L. W. Kribs, Frank; C. W. Marshall, Nanton; W. G. Stafford, Lethbridge; A. E. Clemens, Sedgwick, and C. W. Hislop, Carstairs, executive committee; A. T. Linton, Calgary, secretary-treasurer.

British Columbia Hardware Dealers' Association.—Charles Snell, Vancouver, president; J. Stearman, Vancouver, vice-president; Messrs. Lusby and Blakely, New Westminster, and Henderson, Vancouver, executive committee; Wm. J. Butt, Vancouver, secretary-treasurer.

Ontario Retail Hardware and Stove Dealers' Association.—J. R. Hambly, Barrie, president; D. Brocklebank, Arthur, first vice-president; A. Ballantyne, Brantford, second vice-president; John Caslor, Toronto, treasurer; W. G. Scott, Mt. Forest; J. Walton Peart, St. Mary's; D. Cinnamon, Lindsay; R. C. Chown, Belleville; W. H. Richardson, Essex, and J. R. McMillan, Guelph, executive committee; Weston Wrigley, Toronto, secretary.

B. C. HARDWAREMEN ACTIVE.

A meeting of the British Columbia Retail Hardware Merchants' Association, held at New Westminster on November 26, was one of the most successful meetings that the Hardware Association has ever held in British Columbia, being second in point of attendance only to the annual convention held last April.

At the meeting there were delegates from Vancouver, Westminster and the surrounding districts, and some very important business was taken up chief amongst which was a paper read by Mr. Owens, of the J. A. Flett Co., Vancouver, on the British Columbia Lien Law recently passed. This law is in direct opposition to the interests of the hardware trade and the supply men, one very objectionable feature being that the merchant must notify the owner of the property fifteen days before the expiration of the time allowed for filing liens. This, as most of the trade will readily understand, leaves the matter open so that unscrupulous contractors, etc., can get off without paying for their goods.

A committee was appointed to deal with this matter and to approach the sister associations with a view of obtaining their support and to have a more equitable lien law placed upon the statute books. This committee was given full power to draw up a suitable bill and secure legal advice upon the subject and report at a special meeting to be called for this purpose in two weeks' time.

Another very important matter dealt with was the matter of extended credits. A committee was appointed to deal with this matter and to secure as much data from the sister associations along these lines and to ascertain what steps they have taken in the handling of extended credits.

At the commencement of the meeting the executive reported to the meeting that they had forwarded a message of condolence and a wreath to W. J. Pendray of the British American Paint Co., Victoria, whose son was accidentally killed a week before. The members in a body heartily endorsed the action of the executive in this matter.

A special meeting has been called for the 9th December to receive the committee's report and to take definite action.

WHOLESALERS SUPPORT NEEDED.

Writing regarding the proposed reorganization of the hardware dealers in Manitoba into a Provincial Retail Hardware Association, R. W. Birch, Roland, Man., says:

> "I am in thorough sympathy with the proposal to reorganize the Retail Hardware Association of Western Canada, providing a canvass will show a sufficient number interested and willing to come in. I maintain that our last organization failed not because the territory was too large but because of the cheapness of a great many of the hardware men of the West.
>
> "In order to make the association a thorough success we require the moral support of the better class of wholesalers. With their support we can bring the others to conduct their business along legitimate lines providing we have a fighting executive, which to my mind is the most important thing. If we can secure the support of the best wholesalers and have a fighting executive supported by your valuable journal the reorganized Retail Hardware Association of the West will be a success in every way.

FRIENDLY CO-OPERATION LACKING.

The National Retail Hardware Bulletin calls the attention of its readers to the large number of retail stocks of all classes for sale or trade in the United States, and similar conditions prevail to a lesser extent in Canada. Many of the merchants have good and sufficient reasons for desiring a change, such as failing health, old age, retiring with a competence, etc. But there are many more who are gradually losing their investment or barely holding their own and who will seek other employment if they can find a buyer. There are good reasons for the condition, all of which may be summed up in "the failure to keep up with the procession."

The character and appearance of the stores in our smaller towns have been vastly improved in the last ten years. The dealers are much more wide awake and energetic. They are selling more goods but they are not making the net profit they might reasonably expect. One main reason for this is the real lack of friendly co-operation that so often exists in a place where everybody knows everybody's business and jealous eyes are always watching to take advantage.

The time has come when the old time, narrow, jealous, selfish, antagonistic spirit that prevails between local merchants should be laid aside and a broad system of friendly team work having for its object mutual protection and mutual advantage, must be installed and maintained. Any force, be it commercial, military or political, fighting continually within itself, is an easy victim of outside enemies. The catalogue house, sell-direct manufacturers and a host of other schemers are skilfully planning and carrying on a campaign intended to drive the retail merchants into bankruptcy.

Common business sense ought to show every retailer in every small town the folly of continually striking at the fellow nearest him, instead of seeking a friendly understanding that would prove both sensible and profitable. No business man will succeed who stands for himself alone. If you are dissatisfied with local conditions, it is possible that your competitors are in the same fix. Get together, discuss and cuss the situation. If you cannot muster up courage enough to go to them in their own stores, attend the next convention with them and there, where the spirit of good fellowship and brotherly love predominates, you will be able to thresh out the remedy. Agree to unite and fight the common enemy and the clouds of discontent and dissatisfaction will nearly always disappear.

A TIP TO CREDIT MEN.

When the fodder's in the silo,
And the oats are in the bin;
When the farmer sits and chuckles
As he sees the corn roll in,
Then it's time to dust the ledger,
Figure up his year's account;
Hit him quick, while he is laughing,
He will pay the whole amount.

H. C. Burchell, general manager of the Sydney Cement Company, who has just returned from a visit to Amherst, says that the industries in that town are all booming. The Rhodes Curry Company have sufficient orders on hand to keep the plant running for a year, and the prospects are bright for a busy season for the Robb Engineering Company and the Amherst Foundry Company.

The Peddler and the Law in Ontario

The grievances, which merchants are laboring under by reason of the loopholes in the acts regulating hawkers and transient traders, are receiving much attention from business interests all over the country, but particularly in the Province of Ontario. Not only is the law loosely administered in many places, but the license fees in certain cases are regarded as altogether too low. Legitimately, hawkers and transient traders have as much right to ply their calling as any other tradesmen and no objection is taken to them by local merchants on that score, but it is contended, and apparently not without reason, that the tax upon them is too light, and that they are not bearing their just share of the expense for the privilege of doing business. This is the burden of complaint, and at the next session of the Ontario Legislature some amendments will be sought to the present act governing peddlers and transient traders, particularly in respect to the latter. An effort will be made to have the license raised, and the legal machinery more effectively administered.

What the Act Provides.

At the request of a number of retailers throughout the Province the clauses in the Revised Statutes of Ontario, regulating and licensing hawkers and transient traders, are herewith appended.

R. S. O., Cap. 139, sub-sections 14 and 15, respecting hawkers and peddlers, reads:

By the Councils of counties and towns and of cities having 100,000 inhabitants, and by the Board of Commissioners of Police in cities having 100,000 inhabitants, or over:

14—For licensing, regulating and governing hawkers, peddlers or petty chapmen, and other persons carrying on petty trades, or who go from place to place, or to other men's houses on foot or with any animal, bearing or drawing any goods, wares, or merchandise for sale, or on or with any boat, vessel or other craft, or otherwise carrying goods, wares or merchandise for sale, and for determining the time during which the license shall be in force.

Provided always that no such license shall be required for hawking, peddling or selling from any vehicle or other conveyance any goods, wares or merchandise to any retail dealer, or for hawking or peddling any goods, wares or merchandise, the growth, produce or manufacture of this Province, not being liquors within the meaning of the law relating to taverns or tavern licenses, if the same are being hawked or peddled by the manufacturers or producer of the goods, wares or merchandise, or by his bona fide servants or employes having written authority in that behalf; and such servant or employe shall produce and exhibit his written authority when required to do so by any municipal or peace officer.

The word "hawkers" in this clause shall include all persons who, being agents for persons not resident within the country, shall sell or offer for sale tea, dry goods, watches, plated ware, silver ware, furniture, carpets, upholstering, millinery or jewelry or carry and expose samples of or patterns of any such goods to be afterwards delivered within the county to any person not being a wholesale or retail dealer in such goods, wares or merchandise.

The provisions of any by-law passed or enacted by any municipal council prior to the first day of October, 1885, shall not be held as extending to any such persons who by this change are to be held as included within the meaning of the word "hawkers."

The council of any town not separated from a county for municipal purposes may pass by-laws to carry into effect the purposes or objects of this clause, and may therein declare that the county by-laws, passed under the clause shall not apply to or be in force in said town, while the said by-law of the town remains in force; and thereafter no such county by-laws shall have effect in the said town during such time.

By the councils of counties:

15—For providing at the discretion of the council, either the treasurer or clerk of the county, or the clerk of any municipality within the county with licenses, required under by-laws passed under clauses 2 and 14, for sale to persons applying for the same, under such regulations as may be prescribed in such by-laws.

By the councils of counties, cities and towns.

16—For fixing the sums to be paid for licenses required under by-laws passed under clause 14, in cities having a population of 100,000 and over, the license fee shall not be more than $50 for a two-horse wagon; $30 for a one-horse wagon; $15 for a push cart, and $1 for carrying a basket.

The paragraph numbered 16, of section 583 of the Consolidated Municipal Act, 1903, is amended by the adding at the end thereof the following: "In case a constable or other police officer demands the production of a license by any person to whom the by-law passed under this paragraph or paragraph 14 of this section applies, and such demand is not complied with, it shall be the duty of such constable or other police officer, and he shall have power to arrest such persons without a warrant, and upon his failure to produce a license, to take him before the nearest Justice of the Peace, there to be dealt with according to the by-law."

Transient Traders' Regulations.

With reference to transient traders, R.S.O., Cap. 139, sub-section 29, reads:

For fixing the sums to be paid for licenses required under by-laws passed under the preceding clause, 28.

By the councils of townships, towns and villages and of cities having less than 100,000 inhabitants, and by the board of commissioners of police in cities having 100,000 inhabitants or more.

30—For licensing, regulating and governing transient traders and other persons who occupy premises in the city, town, village or township, for temporary periods, and whose names have not been duly entered on the assessment roll of the municipality in respect of income or personal property for the then current year, and who may offer goods or merchandise of any description for sale by auction or in any other manner conducted by themselves or by a licensed auctioneer or otherwise.

(a) No such by-law shall affect, apply to or restrict the sale of the stock of an insolvent estate which is being sold or disposed of within the county in which the insolvent carried on business therewith at the time of the issue of an attachment or of the execution of an assignment.

31—For requiring all transient traders who occupy premises in the municipality and are not entered upon the assessment roll, or who may be entered for the first time upon the assessment roll of such municipality in respect of income or personal property, and who may offer goods or merchandise of any description for sale by auction, or in any other manner, conducted by themselves or by a licensed auctioneer, or by their agent or otherwise to pay a license fee before commencing to trade.

(a) No such by-law shall affect, apply to or restrict the sale of the stock of an insolvent estate which is being sold or disposed of within the local municipality in which the insolvent carried on business therewith at the time of the issue of an attachment or the execution of an assignment.

(b) The words "transient trader" wherever they occur in clauses 30 and 31 of this section shall extend to and include any person commencing in the municipality the business in the said clauses mentioned, who has not resided continuously in such municipality for a period of at least three months next preceding the time of the commencement by him of such business therein.

By the councils of townships, cities, towns and villages.

32—For fixing the sums to be paid for licenses required under by-laws passed under the preceding clause, 30.

33—For fixing the sums to be paid for licenses required under by-laws passed under the preceding clause, 31, not including in cities and towns, $250; and in other municipalities, $100, for each license; and for providing that the sum so paid for a license shall be credited to the trader paying the same upon and on account of taxes for the unexpired portion of the then current year, as well as any subsequent taxes, should such trader remain in the municipality a sufficient time for taxes to become due and payable by him, and in any other event to be taken and used by the municipality as a portion of the license fund of such municipality.

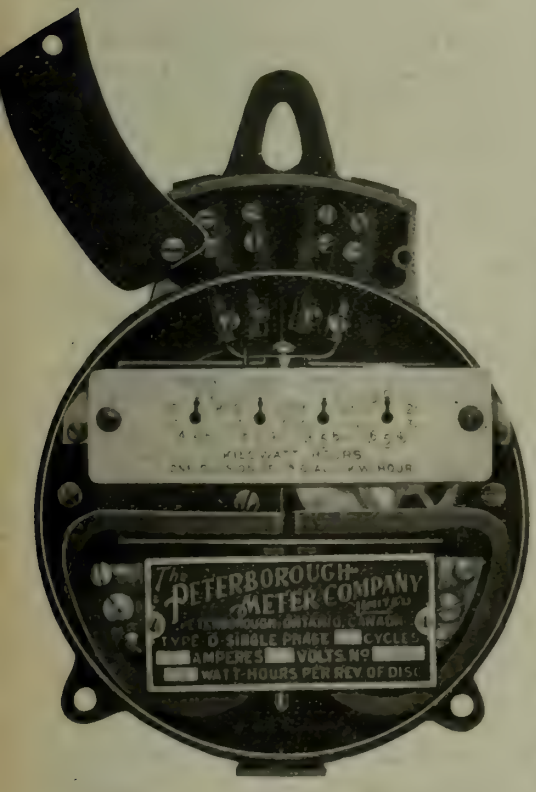
Provided, nevertheless, that the license fee imposed by any by-law of any village situate within a territorial district may be a sum not exceeding $200.

Electrical and Lighting Supplies

Some Novelties Which Sell Well for Christmas Presents — New Lines Being Introduced—Suggested Window Display.

A glance round the electrical supply houses not only shows how the range and usefulness of electricity are developing, but how the hardwareman by carrying many of the lines now on the market can make a most profitable department for himself. It is another case of builders' hardware over again. With the ever increasing popularity of electrical appliances a big scope is open to the progressive merchant. The many and varied lamps now being made are good sellers by reason of the economy they represent, while the artistic fashioning of the fixtures, not only helps the merchant in his sale but affords a pleasing variety to the ordinary lines of hardware. Electric lighting is creeping into every home, and with the assortment of lamps and accessories now manufactured the peculiar tastes and means of every customer can be easily suited.

Then again, electrical novelties such as flash lamps and cigar lighters are becoming very popular as presents, and as the hardwareman in developing his holiday trade is helped by displaying goods out of the ordinary run, a splendid opportunity is here afforded to combine novelty with good selling force. Furthermore, the use of electricity in household utility articles increases his field. The electrical home is now no vision, although it is not everybody who can afford to equip his residence with the many articles that the ingenuity of electricians has put upon the market. Still there are several lines that are not beyond the means of the general purse and therefore within the selling scope of the hardware man. Luminous radiators, electric sad irons, corn poppers, foot warmers, electrical heating pad, liquid heaters, and sewing machine motors are a few articles among the many that are well worth the consideration of the dealer.



Peterborough Integrating Waltmeter.

Battleship Window Display.

The hardwareman knows the value of electricity in his window displays, and the extent to which he is utilizing the power is increasing with the growth of illumination specialties. Various colored lights, intermittent flashing, and electrically driven devices are now common features of display. In fact in this direction many merchants are already finding it hard to find something distinctly fresh to add to their window attractions. The following design may give a new idea on which to work, although many of the parts used are somewhat foreign to the hardware store. This design, which recently appeared in the window of an electrical company, depicted a moonlight battleship scene. The water was obtained by using blue vitriol solution, which, with a scenic background representing a coast line, gave a splendid setting to the ship. The battleship itself was made up of over 500 pieces of electrical material. The illumination effects were obtained by electric lamps. The sides of the ship's hull were armored with porcelain cleats, the guns consisted of porcelain tubes mounted on turrets of outlet boxes, the funnels were of fibre tube, the searchlights were incandescent lamps, and so on. With all the lamps lighted the picture was a most attractive one. A hardware man can easily follow out this design while employing ordinary articles of hardware in making the ship, as is often done. The point is that hardware men should use lamps more freely than they have been accustomed to do. In the evening, with lights shining out of the port holes and through the turrets, and the occasional switching off of the window lights a fine picture can be made for the passer-by by such a ship scene.

The increasing use of safety lamps in Canada and their necessary employment where dangerous gases are to be met with give great importance to all improvements that are being made to the style of these lamps. A safety lamp has now been introduced which can be relighted by an electric spark without unlocking the lamp. All that has to be done to set the lamp going is to turn a little revolving spindle which projects through the bottom of the lamp case. This spindle has fitted to it a metal rubbing friction plate which when revolved rubs against a metallic bar of special composition or alloy. The rubbing friction of the revolving disc and bar produces live sparks which easily ignite the lamp. This invention apparently does away with most of the disadvantages attending the ordinary closed lamp.

WATTMETER FOR ALTERNATING CURRENT.

John Forman, of 248 Craig Street West, Montreal, is controlling the sale in Canada of the Peterborough Integrating Wattmeter for alternating current. This type "D" meter is designed to meet the most rigid requirements of modern central station practice. Its construction is simple, substantial and practical. The company make a specialty of electric meters, and furnishing central stations with good appliances for measuring electrical energy. This meter is designed to meet the demand for a businesslike method of selling electrical energy. The apparatus is symmetrical in form and pleasing in appearance. It is furnished with a metal cover having a heavy plate glass front. The meter is equipped with sapphire jewels, and the bottom of the main shaft carrying the disc is concaved with a highly polished hardened steel ball inserted. It possesses a very high torque insuring accuracy on low loads, and the speed of the meter can be easily regulated by means of a micrometer or screw adjustment provided. It is claimed that the meter records under a load of less than one per cent. of its rated capacity, and registers within two per cent. of rated capacity to 50 per cent. overload continuously without injury. The dial reads in kilowatt hours without a consonant.

LOOKS LIKE ELECTRIC LIGHT.

A very effective gas lamp has recently been introduced which has every appearance of an arc lamp, but gives a softer and more steady light. It consists of incandescent gas mantles, which are inverted so as to throw all the light downward. The mantles are protected by a globe of ground glass, which distributes the light and conceals the fact that the lamp uses gas instead of electricity.

NEW METHOD OF ELECTRIC WELDING.

L. S. Lachman has devised a new process of electric welding which makes it possible to employ steel instead of malleable iron in the manufacture of numerous articles. As two pieces of metal of unequal sections cannot be welded together satisfactorily Lachman has one piece cast with a projecting edge and the other with a point. The two projections, forced together by a hydraulic press, are included in an electric circuit, of which they form the segment of highest resistance. Hence, when a strong current is caused to flow through them, they are heated nearly or quite to the melting point and, being subjected to great pressure, quickly become welded together, and attach themselves to each other more firmly than they could be attached by means of rivets, because there is no break in the continuity of the metal.

Charles E. Shaw, an active director of John Shaw & Son, Wolverhampton, Eng., for whom J. H. Roper, Montreal, is Canadian agent, has just been honored by King Edward with a Baronetcy. Sir Charles Shaw has been Liberal member for Staffordshire for some years.

HARDWARE AND METAL

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LINSEED OIL ASSOCIATION.

For the best part of 1908 conditions in the linseed oil market in Canada have been unsettled owing to the entry into the market of the new mill at Montreal operated by the Sherwin-Williams Company. Prices, which were up to about 70 cents the middle of 1907, and were at 60 cents for raw at Toronto last January, were cut down close to the 50-cent mark during the past summer, but have gradually firmed up to the present quotation of 67½ cents. These conditions have not been satisfactory to the crushers, and with the recent stiff advance in flaxseed the efforts to stop the cutting have made headway. The various mills at Baden, Montreal and Winnipeg had representatives at the meeting at Toronto last Thursday, the gathering resulting in a new association being formed with Jenkins and Hardy as secretaries. The market is, therefore, expected to be more steady and the system of rebates on quantity buying followed more closely than in the past.

CANADA'S GREATEST MERGER.

The registration in Montreal last week of the formal transfer to the Canada Iron Corporation of the foundries, machine shops, power plants, etc., concerned in the consolidation, marks another stage in the progress of this greatest of Canadian mergers. The transfer was made for a sum of $1,957,000, and the properties comprised the Canada Car Wheel Works, Montreal; property in Three Rivers, fronting on the St. Maurice River, with foundries, machine shops, and other buildings; works at Fort William, St. Thomas and Hamilton, Ont., and at Londonderry, N.S. All the properties in Ontario and Nova Scotia, together with cash in hand, are included in the transfer.

The foundries, shops, etc., are principally engaged in the manufacture of cast iron pipes and chilled iron car wheels. They have contracts with municipalities and other public bodies throughout the Dominion for pipes, and they regularly supply car wheels to the Grand Trunk Railway, the Canadian Pacific, the Canadian Northern, the Michigan Central Railway Company in Canada, the Pere Marquette and Wabash Railway, the Intercolonial Railway, and other important corporations.

As more detailed information regarding the extent and character of the great interests involved in the merger becomes public, the importance of the corporation to the industrial progress of Canada is more thoroughly understood. Not only have blast furnaces, foundries, machine shops, been united with iron mines, but the directors of the consolidated companies, by carrying out for years a well-devised scheme of establishing iron works at strategic points throughout Canada, control the growing markets of the Dominion with the least possible cost for transportation. The properties of the corporation are so situated that while conveniently dealing with trade in the East, they also command a large Western trade through the newer establishments at St. Thomas, Midland and Fort William. It can thus be seen that the merger starts with a thoroughly well organized and well conceived scheme of operation. Everything has been well thought out; and that the strength of its position is as apparent to outsiders as it is to Canadians, is shown by the eagerness of English capitalists to subscribe for the mortgage shares offered some time back in London.

The blast furnaces of the merger, comprising the Midland, Ont., with controlling interests in the terminal railway, docks, and harbor frontages there; Radnor and Drummondville, Que., and Londonderry, N.S., have a combined capacity of about 87,000 tons of pig iron per annum. The foundries, which comprise Hamilton, St. Thomas, Midland and Fort William, Ont., Three Rivers and Montreal, Que., and Londonderry, N.S., have a capacity of from 125,000 to 150,000 tons of castings per annum. As it is the intention of the directors to double the capacity of the furnaces, and of adding to the foundry plants, the manufacture of pipes and car wheels should assume great dimensions. The iron mines, which include mines at Mayo and Renfrew, Ont.; Radnor and Drummondville, Que.; Bathurst, N.B.; Annapolis and Londonderry, N.S., are well-known properties. It has been demonstrated, during the past few years, that the most successful iron and steel manufacturers in the world are those controlling the raw material. The corporation, it can be seen, is in a very strong position in this respect. In fact, the Bathurst mine, taking one property only, is reported by expert authority to be the largest body of iron ore known to exist in Canada. Altogether, the corporation control iron mines, which constitute undoubtedly, the most important iron properties now visible in the country.

With regard to the financial position of the corporation things are in a very sound condition. The earning power of the properties now in a developing or constructive state, will, the directors estimate, bring the revenue of the corporation up to over $600,000 per annum within the next three years. This is a conservative estimate. As a matter of fact, much larger profits are anticipated.

CHANGE IN BUYING METHODS.

A manufacturers' agent recently established in Winnipeg, in conversation with Hardware and Metal the other day, explained the reason which had induced him to give up a splendid position in the east to start in business for himself in the western metropolis. For years he had charge of the sales of a large manufacturing concern, with particular responsibility for the western territory. He was accustomed to make three or four trips a year to see the more important customers in the west himself and on these trips he was able to sell his goods. Three and four trips a year were all that were necessary.

He found, however, that during the last couple of years there has been accomplished a quiet revolution in buying methods in the west, a revolution which has been hastened by the slight depression of the last year, but which bids fair to be lasting in its effects. Customers who formerly bought in car-lots are not willing to do so any more. They may buy as much during a season as formerly, perhaps more, but they prefer to buy as they require the goods. They are no longer inclined to tie up so much money as formerly in their stock.

For this reason the sales manager in question resigned his position in eastern Canada to become western agent for his firm, and in addition, to handle the goods of some non-competing manufacturers.

Neglecting Profitable Business in Metal Roofing

Attention has been drawn to the fact that many hardware men are letting profitable business slip through their hands by neglecting to push the sale of metal roofing and allowing contractors and implement agents to secure an increasing share of this class of trade. So far has this gone that at least one manufacturer of sheet metal goods has practically cut out the hardware trade and is selling almost exclusively through carpenters and contractors. The following letter written by one of the branch managers of this manufacturer to one of his salesmen is rather illuminating on this subject:

> "We have your esteemed favor and beg to say that we understand from Mr. N——— that Mr. F———, of L———, has been awarded the contract for the high school ceiling work. That being the case we do not see where Mr. L——— figures in it at all. We are not selling goods to Mr. L——— exclusively, nor was he promised commission on anything that we have sold around here, nor do we intend to tie ourselves up to anybody, unless they will place a carload order and carry goods in stock. Another thing, we want you to keep away from the hardware men and tinsmiths. The quicker you do so the quicker you will get away from this sort of an argument that you have had with Mr. L———. We are open to do business with him at any time, but we are also open to do business with the carpenters and contractors, whom we consider to be a thousand times better than tinsmiths and hardware men. Please keep this in mind in future."
>
> "Yours truly,
>
> THE PEDLAR PEOPLE.

This is frank talk which ought to be instructive to hardware men. One firm thinks so little of its possibilities of developing trade through hardware agents that it instructs its travelers to keep away from hardware men and tinsmiths.

Now, if the metal roofing trade is worth looking after, and Hardware and Metal contends that it is a profitable line for hardware merchants, there are two lessons to learn and two important points to remember. In the first place, dealers must go after the trade, and secondly, they should do their utmost to support the manufacturers who are selling through the hardware trade.

Hardware men can make a good margin of profit by merely carrying a catalogue and samples if they are at all enterprising. Modern business is tending more and more towards forcing the merchant who wants to succeed to go out after trade, to employ capable office and counter men, while the dealer directs his attention to cultivating the acquaintance and friendship of the farmers and townspeople to whom he looks for trade. By taking a rig and making personal calls on possible customers, armed with a supply of printed matter supplied by manufacturers, many sales of roofing, wringers, ranges, furnaces and even plumbing outfits can be made and things can be made so uncomfortable for range peddlers and side line salesmen that they will find it wise to work other districts where the hardware men are not so wide awake. Personal calls can be backed up, too, by occasional circular letters sent to a carefully revised mailing list.

The Eaton business does not make its profits out of its Toronto and Winnipeg sales. It's the outside trade that pays best. And this outside trade is just what the hardware man misses by neglecting to go after it personally and intelligently. He is on the ground and has the best chance, but he neglects his opportunities.

Metal roofing when handled by catalogue and sample pays the dealer (who makes the sale but does not handle the goods) about ten per cent. for his salesmanship, besides bringing him orders for other goods required for building. This ought to be worth while going after—a good margin with no money tied up in dead stock. But this profit can be made greater if the dealer has a tinsmith and contracts to put the metal on the building. Where the merchant falls down is in failing to hear about many jobs until the contract has been let, and, in many cases, the roofing ordered. If he were closer to his customers and laid plans to know who intended building he would not miss so many orders. He misses business by failing to go after it.

So much for the farm business, the roofing of barns, etc. There may be some excuse for failing to hear of a barn job five or ten miles away. But what about the metal ceilings in churches, public buildings and stores in the hardware man's own town? This is largely catalogue work and there is no valid reason why the hardwareman having a metal roofing agency should not be on the ground first for this business. Then there's the repair work and the renewal of worn-out roofings. The hardware man with a tinsmith is the logical controller of this business—much of which is too small to attract the carpenter or other agent.

The neglect of retailers to grasp their opportunities, coupled with the inability of manufacturers to agree, have brought about conditions which now make it hard to protect the trade and the advertisements of makers selling to consumers stating that hammer and snips are the only tools needed to put on the roofing are not calculated to make it easier for hardwaremen to sell roofing.

This is one of the great dangers of the metal roofing business. A roof badly put on is a standing menace to the trade, and one such job will spoil a good many chances to make roofing sales. Yet it must be expected that there will be many such cases if the advertising mentioned above is taken seriously, and farmers endeavor to put on their own metal shingles, armed only with a hammer and a pair of snips. This work belongs legitimately to the hardwareman and tinsmith. To ensure a good metal roof the shingles must be put on by a competent mechanic, and the trade should demand this business, not only because it is their right, but also because the farmer himself should be protected against fraud. The best of shingles are valueless if badly laid, and the only way to be sure of a good roof is to have it laid by a good mechanic.

In some districts it may be hard for hardwaremen to beat out the contractors, but if he goes after the trade properly he is bound to win out. Some retailers have beaten off unfair competition and built up a good trade and in future issues the methods used by these hardwaremen will be given.

TRAVELERS DINE DECEMBER 23.

The annual banquet of the Canadian Commercial Travelers' Association will be held on Wednesday evening, Dec. 23, at McConkey's, Toronto. A splendid programme is being prepared to include addresses by Hon. Geo. P. Graham and Hon. W. J. Hanna, a bright musical programme will aid in making the function attractive. At a meeting of the committee on Saturday W. J. Micks was elected chairman, W. H. Scott secretary, and E. Fielding treasurer. A complete account of the function will be given in Hardware and Metal of the same week.

To convince anyone else, it is absolutely essential that you first convince yourself. The salesman who does not believe what he says of his line cannot expect the buyer to believe him.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Tin—Some shading.

Toronto.

Linseed Oil—One cent higher.
Pig Iron—Very firm.

MONTREAL HARDWARE MARKETS.

Montreal, Dec. 11.—Trade has improved greatly during the week. Not only have the Christmas lines shown stimulation, but the seasonable goods, helped by the change in the weather, have moved more briskly. The season is undoubtedly backward, especially so in the holiday lines. Dealers have left off buying until they have seen the demand practically in sight. This is, of course, an unwise procedure, not only because the goods are not given a fair measure of display, but because there is the danger of not getting the goods in time to take full advantage of the demand. Luckily jobbers are in good shape to ship promptly, and with all departments working at full pressure there is little delay.

The snowfalls have put the country roads in better condition, and with sleighing easy, farmers have been able to move about more freely. The country demand, in consequence, has shown a good upward tendency. Locally snow shovels and ice scrapers have been purchased freely. The starting of skating has stimulated the sale of skates and hockey sticks. Stocks being on the light side the stimulation has been felt at once right through to the jobber. The demand for snowshoes is also much heavier. Christmas orders have shown an expanding tendency, and a wider range of articles are now being called for. Cutlery and plated ware are in prominent request, as are asbestos sad irons, food choppers and carpet sweepers. Safety razors are very good sellers.

Travelers are busily engaged sowing seed which should show good growth in the early spring. Prices being firm and unchanged, their work is rendered so much easier. Orders for forward delivery are still hard to obtain, but screen hinges, poultry netting, and green wire cloth are showing movement. It is probable that many dealers will wait until their inventory is over before placing their orders for spring stocks.

CHRISTMAS LINES—Lines for Christmas display are now moving out strongly, and from a dealers' selling point of view none too soon. But for the fact that delivery can be made promptly many merchants would find themselves in difficulties. The cutlery lines are prime movers, carvers in cases, cutlery cases, and fish knives and forks, showing prominence. Plated ware, silverware and cut glass articles are moving well, as are pocket knives, scissors, and safety razors. In fact, dealers seem to be ordering in a very comprehensive manner.

WINTER GOODS—Snow has stimulated the sale of seasonable lines, not only in the country, but locally. Farmers are moving around more freely with the result that snow shovels, weather strip, sleigh bells, sleigh heaters, horse blankets, and lanterns are selling strongly. The local demand for snow shovels and ice scrapers has been very heavy.

SPORTING GOODS—The starting of the skating season has brought forward a heavy demand for skates, skate straps, hockey sticks, and pucks. The hockey season for Montreal promises to be a successful one, many new leagues being formed. Snowshoes, toboggans and sleds are also moving well now that a good fall of snow has been experienced. Gymnastic lines are in quiet call, but air guns for presents are moving well.

HOUSEHOLD UTENSILS—The lines suitable for Christmas display are moving well, such as asbestos sad iron, meat choppers, carpet sweepers and cake makers. Brooms and pails are in steady demand. Tinware is showing increased call.

STOVES AND RANGES—Stoves and ranges continue to move strongly. Orders, although on the light side, are frequent, and so the aggregate keeps up well. Dealers' stocks are light, but supplies are in good shape, and there is no delay in fixing up those customers who have delayed their purchases until the last minute. Oil heaters and cookers are in good demand.

BUILDERS' HARDWARE—Builders' hardware is on the quiet side. A fair demand promises for some time as there is plenty of trimming to be done in the houses that are now in the course of being finished off by the builders. Lock sets, bolts, butts and building paper are in best demand.

RAILROAD SUPPLIES—The demand for railway supplies is slight, hammers, picks and snow shovels being mostly called for. Machinists' tools and measuring tapes are in steady demand.

BOLTS AND NUTS—The demand is on the quiet side. It is reported that factories have good supplies on hand, which is satisfactory in view of the light stocks carried by dealers. Nails are in fair call at unchanged prices.

LUMBERMEN'S SUPPLIES—Axes, axe handles, snow shovels and boot calks are showing good stimulation. Much larger lumbering operations are going on in some districts than was at one time anticipated. For instance, in the Ottawa and St. Maurice valleys as much lumber will be cut this winter as in former years.

ENAMELWARE—The various lines are moving in fair strength. Prices generally are unchanged. Supplies are in good shape to meet the general sorting up orders coming in.

SCREWS—With the opening of the skating season small screws for skates are in strong demand. Other sizes are moving in fair strength. We continue to quote discount at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

Toronto, Dec. 11.—Collections are reported excellent by Ontario jobbers, there being a better feeling everywhere, both among retailers and farmers. Mechanics, as a rule, are working full or part time, so far as the small cities and towns are concerned, while in the large cities there are large numbers of unemployed. The cities will be hit hardest this winter, an indication of this being the increasing number of empty houses in Toronto, the high rentals forcing many families to double up two or more in one house. Collections in the West are also good, except in certain parts where crops were damaged. They are hardly as good as in Ontario, however, as the trade in the West were hit hard by the inactivity last winter.

A good sorting trade is being done by the wholesalers, the open weather in November having caused a backwardness in placing orders, the results of which are being felt in an increased volume this month. The stiff winter weather of the past week has helped liven things up also, the early opening of the skating rinks bringing out a good trade in skates and accessories, much of which would ordinarily have been held until the holiday. Hockey skates and sticks have also been included in numerous orders, many dealer's supply being badly cut into by the first run of trade.

Nothing more has developed from the talk of advanced prices, and while there is a general agreement that many lines, such as copper and brass goods, wire, etc., will be higher in the spring than at present quoted, there is a reluctance to buy until the holidays are over and many dealers will take a chance on the market remaining unchanged until after stock taking.

HOLIDAY GOODS—One of the best selling lines this year has been safety razors, the large variety on the market helping to create a demand not only for the cheaper, but also for the high-priced lines. The variety has been large, safety razors retailing from 15 cents up to $5, with the latter having the best sale. Indeed, it is worthy of note that an in-

creasing section of the users of such lines as razors and skates are demanding the higher priced goods. Cutlery, generally, has more than held its own in popularity for holiday gift giving, case goods being the best sellers. Hollow ware and cut glass have also been liberally ordered by retailers and should sell well to well-to-do customers. The smaller articles, such as nut and manicure sets, nickelled ware, etc., have experienced a good demand. We quote 40 and 10 on flat, and 40 off on hollow ware.

SPORTING GOODS—Skating and hockey supplies have the call at present, many dealers finding that putting off buying until the last minute is rather risky. Some had barely received their supply before the rush commenced, while others were less fortunate and lost some sales. Sleds have been given a boom by the snowfalls of the past fortnight, and toboggans and snowshoes are in demand for the holiday trade. Air guns and athletic goods are being found good gift offerings for boys by many dealers.

WINTER GOODS—With winter setting in for good there is a steady call for horse blankets and sleigh bells. Snow shovels have also been sold in large quantities by retailers, with the jobbers getting considerable last minute business. We quote No. 19 snow shovels at $2 per dozen.

HEATING GOODS—A good demand for base burners and heaters has followed the coming of near zero weather and carriage heaters have also been called for by many who are forced to do much driving. Gas and oil stoves and heaters are being bought freely for auxiliary use. Lanterns and lamps, with gas and electric fixtures are meeting with a seasonable sale.

TOOLS—Chests of tools both for men and boys are being accepted as practical presents and the hardware dealers who have pushed their sale have had good results. Finishing work on the interior of houses is creating a demand for builders' hardware which we quote at 50 and 10 per cent.

HEAVY GOODS—We quote $1.95 on bar iron. Stove bolts, 80 and 12½. Bright and steel wood screws, flat, 85 and 10, and round head, 80 and 10 per cent. Brass screws are flat, 75 and 10, and round, 70 and 10, with talk of an advance.

WIRE GOODS—New lists are being looked for on barb and galvanized wire, copper wire and wire nails. We quote: $2.30 f.o.b. Toronto on wire nails. Coiled spring wire is $2.75 for No. 9, poultry netting is 60 and 2½, while green wire cloth is $1.70 in 100-foot rolls.

MONTREAL METAL MARKETS.

Montreal, Dec. 11.—There has been very little change in the markets this week. Despite the fact that December is generally a dull month, orders are showing good strength, although, of course, there is a falling off as compared with November. Most of the heavy orders for spring delivery have been placed, and for the time being the ordinary jobbing lots will be most prominent. Business has kept up very well, and the closing of navigation has not had the depressing effect that was expected. Altogether jobbers are satisfied with conditions and the business done.

Prices have not been altered. There is a weakening in tin owing to the fluctuating state of the primary markets, but generally last week's quotation holds. Copper, spelter and lead are relatively the same. Spelter continues to be a good seller. The pig iron market is quiet. Although the markets are entering into the dull season, conditions are firm, with prospects looking very favorable. Inquiries are numerous and there is evidently plenty of buyers waiting but slight encouragement to enter the markets.

The domestic consumption in the States is not fulfilling the expectations formed around the early part of November, when it will be remembered a remarkable buying movement occurred, metal experts are now anticipating a dull month or so for the markets. In this forecast they are influenced by the present quiet state of the purchasing, both wholesale and jobbing lines being dull, and by the fact that in normal years December has always been on the dull side. Still there is the saving clause that this year can hardly be considered a normal one, and there may be a surprise in store before the month closes. This point, however, is clear, that had the buying in the early part of November been less hysterical, the markets now would be more steady than they are.

Tin has been losing ground for several days in the English market, the recent surprise unloading from the Straits having upset the bulls altogether. The New York market, considering the quietness of consumption, has kept remarkably firm. Copper has closely followed on the heels of tin, although the fluctuation has not been so great. London has steadily declined, while New York on the whole has remained firm. November was the most active month in the London copper market for the last ten years with but one exception, sales reaching the enormous total of 42,500 tons. As trade conditions have been dull and unsettled there is some reason therefore why quotations should be showing re-action after so much speculation with nothing to back it up. Spelter is not so strong as it was last week, especially in the Old Country. Some doubt has been expressed as to the real strength of spelter, but undoubtedly there has been a strong buying movement in force, although manipulation may account for figures advancing as they did.

Iron and steel conditions in the Old Country are about the same. In the States there has been no marked improvement, although there has been no falling off, orders for finished steel being of about the same strength. The advanced quotations in pig iron have been maintained. It is interesting to note that the estimated consumption of iron in October was 1,414,000 tons, compared with 2,175,000 tons in the previous October, a decrease of about 34 per cent.

PIG IRON—There is no change in the local situation. The market is quiet, with small orders going through. Canadian furnaces are still reported busy. We continue to quote the following store prices: Middlesboro No. 3, $19.50, Summerlee No. 1, $21 to $21.50; No. 2, $20.50. Conditions in the Old Country are dull and unsettled, Cleveland warrants are now quoted at 48s 6d, a reduction on last quotations of 9d. There is no doubt that the falling off in exports is being severely felt. The United States iron and steel trades are showing no great change. The railroads are not active buyers, but other concerns are keeping the markets up. Prices are well maintained, although the opinion is more pronounced than ever that a mistake was made in advancing them some time back.

TIN—Tin is selling very well locally, although orders are on the small side. There has been some shading in prices, but the quotation of 33c still holds for small jobbing lots. The market is in a fairly firm condition and there would be little to cavil at if the primary markets would keep steady. The bulls in London, staggered by the unloading of much metal from the Straits, have lost their grip on the market for the time being and prices have been steadily falling. The United States demand being quiet has not afforded the English operators any support. Although the visible supply of tin last month was over 7,000 tons above the amount recorded in November of last year, yet the consumption for England and the continent for the same period showed a shrinkage of 20 per cent. over the average for the previous ten months. This, combined with the dull trade in the States, makes conditions very hard for the markets.

COPPER—Copper is unchanged, the quotation of 15½c for jobbing lots still obtaining. There is a steady amount of business going through. In fact, trade compares favorably with other months, although at this time conditions are always on the dull side. Proportionately more business seems to be doing here than in New York, where the markets have been dull and quiet. The exports show a falling off, the returns for November being the lowest for the year. Apparently Germany has been the largest factor in the enormous exportation during the year, this country taking much more metal than France or England. Despite the tendencies acting against the strength of the market, such as falling quotations in London, and poor consumption in New York, the price of copper is well maintained. Producers are keeping off the market, and there is no attempt to force sales.

SPELTER—Spelter, if not such a strong seller, has taken a prominent position in the week's trading. The advanced quotation of $5.50 is maintained. The English market is not quite so strong as it was, but St. Louis is unchanged.

LEAD—Imported pig continues to be quoted at $3.80. Business is steady, without showing any great volume. The English market is fluctuating, with a weakening tendency.

OLD METALS—There is no change to note. Business continues fairly good. We quote; Heavy copper and wire, 11½c light copper, 10¼; heavy red brass, 10½c; light brass, 6½c; heavy lead, 2½c; wrought iron, $11; No. 1 cast, $12.50; No. 2 cast, $9.

TORONTO METAL MARKETS.

December 13. — December is a somewhat quiet month in the metal market. Local merchants look for this,

but considerable buying is being done. Tin and copper have been unsteady but have firmed up again. There are no changes in local price to record. Spelter is still active, while lead is quiet. The outlook in sheets and plates is particularly good and a number of blanket orders have been placed at present quotations.

There are some rather interesting things to record in that Canadian smelters evidently feel that the iron outlook is strong. A leading foundry offered during the past week to place an order for 1,000 tons of pig iron with the Hamilton Steel and Iron Co. for spring delivery at current quotations, providing if the money was paid now a discount of five per cent. was allowed. This was declined and the best overture made by the furnace men was that only bank interest would be granted on the deposit. This would appear to indicate that the feeling regarding the future, so far as pig iron is concerned, is very strong. The rail mill has resumed at the Soo and prospects for a busy season are bright. The report that the Dominion Iron & Steel Company of Sydney intended buying up two large steel works in England is contradicted by President Plummer, who declares that they can manufacture steel rails more cheaply in Sydney than could possibly be done in England.

Stocks generally are in excellent condition and the tendency to move is steady. Business in tin and copper and other ingot metals has been fluctuating so long, or rather the prices have, that it is hoped firmness will be reached and much larger volumes of business placed during the first half of 1909.

PIG IRON—At present there is no great volume of business being done in pig iron. All orders that are now being placed are for small lots. It is believed that greater volumes will be transacted shortly and the feeling is hopeful. The present quotations are: No. 3, Middlesboro, $21; No. 1 Cleveland, $22; No. 2, Canadian Foundry, $18.50 to $18.75.

TIN—There has been a weakening tendency in tin for some days and many fluctuations in the primary markets. The latest advices are to the effect that the market is recovering, the tone firmer, and the demand more active. In the quotations there are no changes locally, the figures being $32.25 to $32.50.

COPPER—The market was easy last week, but is firming up again. The tendency is still strong. The figures are unchanged at 15 and 15¼c.

LEAD—This shows no change over the previous week and the situation is quiet. Imported pig still sells at $3.50, but very few orders are being placed just now.

SPELTER—This has been one of the strongest of ingot metals but has shown no sensational turns during the week. It is unchanged and active and $5.50 still holds. There are many orders being placed for January delivery.

SHEETS AND PLATES—Trade in these is good. Many orders are being placed. The market is particularly firm and the feeling is one of confidence. Several blanket orders have been placed while orders for import and for spring delivery have already been made at present quotations. Manufacturers will not accept any contracts to deliver after the end af March at present quotations.

OLD MATERIALS—Trade is rather quiet. Some of the sellers are holding off and buyers are not disposed to pay any higher prices. There has been a slight advance in light copper; otherwise last week's figures prevail. Light copper is quoted at 10¾c to 11¼c; heavy copper wire, 12c to 12½c; heavy red brass, 10¾c to 11¼c; heavy yellow brass, 8¾c to 9c; light brass, 6½c to 6¾c; heavy lead, 3c; zinc, 3¼c to 3½c; No. 1 wrought iron, $10; stove iron, $12; machinery cast iron, $14.50; rubbers, 8c to 8½c.

U.S. IRON TRADES.

Cleveland, Dec. 10.—The Iron Trade Review says: The quietness that was generally anticipated for the remaining weeks of the year when inventory taking and the holidays are to be reckoned with, was in evidence during the week under review. In many directions may be found a disposition to defer contracting until after Jan. 1. The contracting for spike and bolt requirements was again a very interesting feature, about 150,000 kegs having been placed with the leading interest.

The Grand Trunk is in the market for 50 locomotives; the Iowa & Omaha Short Line is to buy 12 locomotives; the St. Louis & Southwestern has increased its order to the Baldwin Locomotive Works to 31 locomotives; the Canadian Northern has ordered 1,750 box cars from the Canada Car Co., and Rhodes, Curry & Co.; the Birmingham Southern has ordered 175 50-ton all-steel dump cars, and 26 50-ton all-steel gondolas from the Pressed Steel Car Co., and the Chicago, Rock Island and Pacific is preparing specifications for 70 passenger cars.

Specifications on tin plate are commencing to come in from the can manufacturers. About 4,000,000 cases of salmon are packed on the Pacific coast each year, requiring 20,000 tons of tin plate for the cans.

HARDWARE TRADE GOSSIP.

Ontario.

Napoleon Avon, hardware merchant, Emardville, Ont., has assigned.

C. H. Brook, who is bookkeeper for the Belleville Hardware Co., has removed from Tweed to Belleville.

W. Sanford Evans, elected Mayor of Winnipeg this week, is a son-in-law of Edward Gurney, president of the Gurney Foundry Co., Toronto.

L. Laing, for the past three years manager of the Canadian Fence Manufacturing Co., Woodstock, has accepted a position with the Frost Wire Fence Company, Hamilton.

Walter Thompson, for the past four years clerk in the hardware department of the Beatty Co.'s store at Parry Sound, has resigned and taken a position as head clerk for Frank A. Child, of Matheson, Ont., formerly of Gravenhurst.

Albert Welch, of A. Welch & Son, plumbers and stove merchants, Toronto, will be a candidate for alderman in Ward Four, where Mr. Welch has resided and carried on a large business for over twenty years. Fred. G. McBrien, the young hardwareman, who made a good run for alderman in Ward Six a year ago, has issued large posters and cards announcing his candidature again this year.

Quebec.

J. H. Roper, of Montreal, has been on a business trip to the Maritime Provinces.

C. M. Strange, of Lewis Bros., Montreal, has been kept away from business by indisposition.

William H. Evans, of the Canada Paint Co. Montreal, has been elected a member of the Montreal Board of Trade.

C. D'Arcy O'Brien, who is a candidate for a directorship of the Dominion Commercial Travelers' Association, represents Frothingham & Workman, Montreal, in the Ottawa district. Mr. O'Brien is extremely popular with the traveling fraternity and will no doubt poll a large vote.

F. D. Lyman, manager of the tube department of John Millen & Son, Montreal; W. K. Gillespie, chief draughtsman, Dominion Car & Foundry Co., Montreal; and Fred. B. Kilbourn, superintendent of the Lakefield Portland Cement Co., Montreal, have been elected members of the Canadian Railway Club.

George Drummond, H. B. Ames, M.P., Jeffrey H. Burland and R. Wilson-Smith were chosen at a meeting of the council of the Montreal Board of Trade last week to represent the Board at the Congress of Chambers of Commerce of the Empire, to be held in Sydney, Australia, next September. It was announced that the Premier of Quebec had promised that the Provincial law regarding the registration of firms and individuals should be amended.

At a meeting of the hockey club of Caverhill, Learmont & Co., Montreal, the following officers were elected: Hon. Presidents, Geo. Caverhill, J. B. Learmont, T. H. Newman; Hon. Vice-President, G. Gouldthrope; President, J. Reid; First Vice-President, C. T. Chipchase; Second Vice-President, W. B. Lawson; Secretary-Treasurer, E. C. Dingman; Captain, H. M. Massey; Committee, Frank Brophy, E. R. Briegel, W. H. Palmer and Jas. O'Dell.

TWENTY-FIVE DOLLARS IN PRIZES

Canadian hardwaremen will be putting in their best windows of the year during the next two weeks. Why not have them photographed and published in Hardware and Metal? "It pays to advertise"—and this applies to a window dresser as well as to anything else. If you are a first-class trimmer it will not hurt to publish that fact to the thousands of merchants who read this paper every week.

Our regular advertisers pay a lot of money to advertise their wares to our readers—the window dresser can advertise his stock in trade, his ability, for nothing. See the point?

Particulars of our offer of $25 in prizes to Christmas window-dressers and ad-writers are given on another page, and retailers should direct the attention of their clerks to the offer if they are not already interested.

Trade News From Atlantic to Pacific

Maritime Provinces

Construction Work on the New Transcontinental Railway Being Pushed in New Brunswick.

ST. JOHN.

December 9.—Business both wholesale and retail has been very good during the past few months. Wholesale business is now easing off a little as Christmas buying is pretty well cleared up. In the retail line, stores are being dressed for Christmas and a good trade is anticipated. Skates and sleds occupy a prominent place in the window displays and high-grade cutlery and silverware are being displayed in special cases and counters.

The committee appointed by the common council to take up the matter of building a bridge across the harbor is asking the council for authority to employ a practical engineer to prepare estimates and plans and to incur whatever preliminary expenses might be necessary in furthering the project. The cost is roughly placed at $750,000.

The rails of the Transcontinental Railway were laid in the City of Moncton on December 1. For eighteen miles from the city in the direction of Chipman the line is ready for the laying of rails, and the work is being rapidly pushed forward. On all the New Brunswick sections the work is being rushed as quickly as possible.

The customs revenue receipts for the Port of St. John for the month of November, 1908, were $89,592.37, as compared with $109,342.27 for the same month in 1907—a decrease of $19,749.90. Excise revenue for November, 1908, was $20,500.55, as compared with $25,191.69, a decrease of $4,691.14.—W. E. H.

HALIFAX.

December 7.—Business is fairly good in hardware lines, is the report made by the wholesale dealers. The outlook perhaps is not so good as it was at this season last year and the jobbers have not so many orders booked ahead. The weather conditions have in a degree been responsible for this. Collections are reported to be fair. Some few changes have occurred in the price list. There is a slight advance in linseed oil, which is now quoted at 60 cents for large quantities and 65 cents for smaller lots. Higher prices are looked for. The demand for firearms and ammunition is about over. Some sales are reported of oil clothing and shovels, and there is a fair demand for glass.

The stove dealers report trade very brisk. The recent cold weather caused a good demand and stoves have been selling quite freely. The tinsmiths are also rushed with work, stove pipe being the leader.

The new building for the Bridgewater Gas Engine Company at Bridgewater has just been completed and the company is now instaling the machinery. The company is starting the operations at once and the first engine will be turned out about the beginning of the year.

The hardware men of Halifax who did business with the Government have had a strenuous time of it during the past week at the Marine and Fisheries Inquiry. Most of them were called to the witness box and had to give in detail their transactions with the department. Some of them charged a little higher than the regular prices for supplies, but in many cases they were obliged to wait so long for their money that the extra profit was, practically speaking, made necessary. The firms conducted their business on straight lines, no presents being made to any of the officials of the department, and in fact there were no rake-offs given by any of them.

The Government of Nova Scotia have received from the Toronto Industrial Exhibition Association two gold medals awarded its mineral exhibit shown at the Canadian National Exhibition of last September. One of the medals is for the general collection of economic minerals of this Province, and the other is for the exhibit of free milling ores. These awards are most gratifying to those interested in provincial mineral resources. The Nova Scotia exhibit at Toronto attracted much attention. The obverse side of the medal shows Champlain landing on New France from an Indian canoe, in 1608, and the reverse bears the arms of the Exhibition Association.

Burglars, on Saturday night, entered the hardware store of Douglas & Co. at Amherst, and carried off a quantity of ammunition, revolvers and knives. All the money that was in the cash drawer was also taken. The amount was small.—J.H.

Ontario Trade News

Death of One of Hamilton's Oldest Foundrymen—St. Thomas Clerk Refuses to Cut Prices—London Likely to Get a Large Furnace Industry—Chatham Hardwareman to Run for Mayor.

OTTAWA.

December 9.—The Capital is now in the grasp of holiday shopping and stores are well filled the greater part of the day with gift seekers. Artistic and household hardware is being liberally purchased and some exceptionally fine displays of this class of goods are being made.

The Ottawa Retail Hardware Association held the regular monthly meeting on Friday evening December 4, but as there was very little business, those present enjoyed a friendly game of cards. Secretary Cowan reports everything harmonious and nothing arising or even appearing on the business horizon which would indicate any important discussion.

The Railway Commission has issued an order in regard to the lighting of passenger cars on all Canadian railways, whereby Pintsch compressed oil gas, or acetylene gas under the absorbent or commercial acetylene system, shall be used for this purpose. Two or three exceptions are made; the use of electricity is not prohibited, and the order does not affect cars where lamps using mineral or seal lamp oil are installed.

The Department of Customs has issued a circular to collectors at Winnipeg, Brandon, Emerson and other Western points calling attention to the number of fatal accidents recently from coal oil explosions and enjoining them to exercise the utmost vigilance to see that no imported oil enter Canada unless it complies absolutely with the terms of the Petroleum Inspection Act.

As a result of the low pressure attendant upon the water conditions here, the Board of Control will consider the construction of a waterworks boosting system whereby the pressure in the central portion of the city will be increased and thus give more adequate fire protection. Such a movement would necessitate an expenditure of about $40,000 for which outlay special legislation will be required.—G. E. M. H.

PETERBORO.

December 8.—A petition was circulated last week among the business men of the city requesting the city council to take steps to have the aldermen elected in future by the ward system. The petition was signed by 250 ratepayers and presented on Monday night to the council at their last regular meeting of the year. The council turned down the proposition, declining to allow a by-law to be voted upon at the next municipal election.

Forty pairs of curling stones have been imported direct from Scotland for use by local curlers. W. G. Ferguson, of the Kingan Hardware Co., who is an enthusiastic wielder of the broom and stone, attended to the importation of the stones, and he states they are being rapidly disposed of.

The winter season is being aptly portrayed in the windows of the Peterborough Hardware Co., and the Kingan Hardware Co. The former is decorated with a hill covered with an abundant quantity of "snow." The small boy with a sleigh is enjoying the pleasures of tobogganing, as only the small boy can. In the window of the Kingan Hardware Co. is an ice skating scene. A rural representative has come to town and desires to enjoy a few moments on the skating rink. He

falls on the ice and lies with one leg suspended in the air while his face conveys the idea that he is suffering physical pain. Both windows are attracting considerable attention.—B.T.H.

HAMILTON.

December 8.—From information gathered by your correspondent, a strange change in regard to the sale and manufacture of stoves in this city has been revealed. The retailers report a very slight sale in the ordinary run of coal stoves and that the sale has almost entirely transferred to gas stoves. Enquiries with the stove manufacturers show that this change is not entirely confined to Hamilton, however, and that all the southern part of Ontario has made a sudden change from coal to gas stoves. One retailer stated that he had sold very few coal stoves in comparison with this time last year. He accounted for the change by reason of the fact that owing to the popularity of the natural gas, which was introduced here a few years ago, many have installed gas heaters in their homes, and in doing so have advertised and sold their coal stoves at low figures. The result has been that very few new stoves have been purchased except gas stoves. Then too, the hardware dealer in question, stated that some of the plumbers have of late gone into the gas stove business and where they have installed the gas piping have found a ready sale for the stoves. This has also materially cut into the sales through the regular channels.

Stanley D. Robinson, of the D. Moore Company, said that while the season as a whole had been poor in comparison with last year, the past month had held its own. The plant was running full time and was working on ordered product and not for stock.

Robert C. Stevenson, of Burrow, Stewart & Milne, pointed out how the change from coal to gas stoves had affected their firm. For the past year or more the firm has been making a specialty of gas stoves and when the change came it was right in line. Now, although there is little demand for coal stoves, the firm finds work for its hands in the gas stave industry which is booming.

Some of the merchants here are complaining of the opposition of the local co-operative store. They say that the co-operative system appeals to the Old Country people, who think it is the same system that they have been used to in the home land. It is said that the concern has the patronage of a large percentage of these people, as well as the farmers.

Ald. H. G. Wright, of E. T. Wright & Co., has announced his intention of retiring from public life at the end of the present term of office. Owing to ill-health and pressure of business he finds it impossible to continue in the public service. Ald. Wright has been for 12 years either parks commissioner or an alderman.

Despite the dull times and general slackness in the business world, the record of building permits for the month of November shows that the builders have had an increase of business. The increase of building over the same month last year was $38,075, the total of the permits having been $106,075, as against $68,000 last year. This week Architect Mills took out a permit for the erection of another addition to the Hamilton cotton mills, to cost in the neighborhood of $15,000. In the face of these hopeful signs the assignment of one builder, W. J. New, is reported.

Those who are behind the movement to appoint a plumbing inspector are not meeting with much success. A meeting was held last Thursday night to consider the appointment of such an official by the city, but the aldermen refused to take any action because this year's council will be retired at the end of the month. The matter will not be allowed to drop, however, and next year's council will have to face it, it is hoped with better results than this year's.

On Monday night of this week the office and warehouse staff of the local branch of the McClary Manufacturing Company, of London, gathered at the company's office to bid farewell to D. George Clark, who has been manager here for the past two years, and who is being transferred to the St. John, N. B,, branch. On behalf of the staff, Mr. Quinn, the furnace expert, presented Mr. Clark with a library chair and stool, while Mr. Watson, local agent for McClary's stoves, in his own behalf, presented him with a gold-headed umbrella suitably engraved.

W. J. Copp, a member of the old stove firm of Copp Brothers, died suddenly on Sunday. He was well known throughout Canada, and before engaging in the stove business, carried on a hardware and tinware business in this city in company with his brother Anthony. They also conducted a foundry business in Woodstock for a time. Although not engaged in active business at the time of his death, the deceased had an interest in the stove manufacturing concern of W. J. Copp, Son & Company, of Fort William. The business is at present being carried on by his son Harold Copp. Mr. Copp was at one time president of the Canadian Stove Manufacturers' Association. In addition to his business connections, he was one of the most prominent laymen in the Baptist Church of Canada.

D. L.

LONDON.

December 8.—With the coming of real winter weather the hardware trade is taking on renewed life and dealers are confident that notwithstanding drawbacks, this year's Christmas trade will be little, if anything, behind that of a year ago.

Among this year's aldermen who will seek re-election next month is Ald. Parsons, the East End hardwareman.

It is likely that London will see the establishment of another big foundry in the near future. E. E. Stinchcombe, representing the Marshall Furnace Company, of Marshall, Mich., has been in the city for some days with the view of establishing a branch of that concern here. The company is said to be one of the largest of the kind in the United States, and if it were to locate here it would be of much advantage to the city. It is understood a conference between the company's representative and a committee of the City Council will be arranged.

Mayor Stevely has received a copy of the route of the proposed radial railway line from Tillsonburg to London, with branch lines to Port Boswell, Aylmer and other points, for a charter for which application will be made at next session of Parliament.

The prospect of the construction of a new railroad in this part of the Province appears very bright. The project is to start a line at London to run up through Goderich to Owen Sound and from there back to Hamilton. There is a large territory which would thus be much more directly covered than is possible at present. Branch lines will be run to take in a number of places not on the regular permanent way. Such a railroad would without doubt prove a great boon to shippers hereabouts. There is a great deal of freight now being carried from towns and cities along this proposed route, which has to be carried in a roundabout way. With the new line an established fact, this would be different, and the freight rates would be reduced, the freight at the same time being carried in a much more direct and speedy way. It is expected that a great amount of freight would be carried between Hamilton and Owen Sound, as this would make a great saving in time for freight being transported over the lakes. John Geary, of this city, has just returned from England, where he has been interesting capitalists in the project. He is much encouraged by the reception of the scheme in the Old Country.

November was a record-breaking month on the Grand Trunk, an average of 70 cars more than the same month last year being handled daily. The total number of cars handled during the past month was 21,472, as compared with 19,370 of the same month last year. The local officials report a gradual improvement in conditions, and state that the traffic has been a record-breaker for the month of November. Navigation has not been tied up, and a great deal of traffic which would otherwise be cut off is still being handled. The cattle embargo had, however, a rather bad effect on live stock business.—F. T. Y.

CHATHAM.

December 8.—The hardware business continues brisk. Dealers report that last week's business was better than that of the week previous, and the outlook for the future is promising. The present cold spell will have a tendency to boom the stove trade, and will, indeed, have a good effect all round. Business was held back considerably earlier in the season by protracted warm weather.

The cold weather has also stimulated early Christmas buying to a certain extent, and Christmas goods are beginning to move out. Whether the people are buying more or buying earlier, several merchants in various lines report that Christmas buying is earlier this year than usual. Possibly the constant preaching of the doctrine of early purchasing is having a good effect.

The S. H. Knox Co.'s 5, 10, 15 cent store endeavors to stimulate early buying by the exhibition at the door of a

big poster arrangement which reads, "15 more business days before Christmas." Appended is the significant hint, "Won't some be stormy?" The initial figure, in this case 15, is in big red type and is, of course, changed from day to day.

Westman Bros. last week completed a new furnace for St. James' Church, Wallaceburg. The furnace is guaranteed to maintain a heat of 70 degrees in zero weather.

Ald. W. H. Westman was in Newbury this week on business. It is confidently predicted that his card as a candidate for the Mayoralty of Chatham for 1909 will make its appearance next Saturday.

Tilbury has a 5, 10, 15 cent store. N. H. Smith is carrying a full line of granite, tin and glassware at these prices, in connection with his jewelry and china hall.

John Leitch, of Leitch & Co., Ridgetown, has left to take a position in a store at Burk's Falls.—W.E.P.

ST. THOMAS.

December 8.—Merchants as a rule are well satisfied with trade conditions during the past year and are now getting ready for Christmas trading.

A prominent real estate broker is authority for the statement "that there are not more than fifty vacant houses in the city, and they would all be occupied if the landlords did not hold the rents so high."

The assessment commissioner says the building permits for November are 70 per cent. higher than last year. The total being $35,600, with a good prospect for December.

The Ingram and Davey building will be ready for occupancy about the middle of January, being so far completed as to be roofed and having the glass put in so that the interior workers will not have a cold job. The steam fitters expect to have heat on this week. A further description of this building will be given shortly.

The new Engineers' Hall is being pushed rapidly forward, the contract for the steel being given last week to the Hamilton Bridge Co.

The cattle embargo that is now placed on cattle owing to the quarantine in Buffalo is affecting the M.C.R.R. employees to the tune of $50,000 per month and the other railroad employees about a like amount.

The new subways under First Avenue and Ross Street are being pushed forward with all possible speed.

One of the city newspaper advertising men informed your correspondent lately that the merchants of this city spent more money in printers' ink than any city he knew of with twice the population, and the hardware men were among the heaviest advertisers.

A movement is on foot to bring the trade to a more friendly relationship as to price cutting. This evil has held long sway here, to the detriment of the trade generally. Probably in some cases the merchant takes too much for granted. A case came before the writer a few days ago which illustrates why a merchant need not cut a price because a customer says so and so offered an article at a different price. A farmer's wife was pricing a No. 3 churn and was told the price was $6.50 cash. She said, "Oh Mr. ——— offered it for six dollars." The clerk said, "You had better go right back and get it before someone else picks it up." The woman then told him that the dealer did not have one in stock. Mr. Clerk says, "When we have none in stock we sell them for $5.50, but always get $6.50 when we have them." The woman paid for the churn without any more parleying.—F.

GALT.

December 7.—The hardware dealers are preparing for the Christmas trade and already the stores are taking on a holiday appearance. The business transacted during the month of November shows a large increase over the same month of 1907, and local hardware men state that they have every reason to expect a record Christmas trade. The trade during the month will be much better than that of last year, when there were nearly one hundred unemployed in town. To-day every man who wants to is working.

The factories are exceptionally busy. A number are still running eight hours but these are expected to resume the ten-hour day after the first of the year if not before.

Thos. Lockhart, plumber, is slowly recovering from a serious illness.

The Down Draft Furnace Company are exceptionally busy, and are working full time.

The recent cold snap has resulted in a brisk business in gas stoves. Were a plentiful supply of natural gas during the winter a certainty the sale of these stoves would be greatly increased.

"Well, this weather makes me glad that I am not in the grocery business," said a hardwareman to your correspondent. "The poor grocer certainly has his troubles in the winter. There is the danger of his goods being frozen in delivery and even in his store room, whereas where it not for personal comfort we would not need a fire. Besides, anything we have to deliver can be left outside for any period of time."

John McKenzie, of Allan & McKenzie, is finishing his term of office on the Parks Commission. He has served the public energetically, and will probably be re-elected.

The plumbers are getting their thawing-out apparatus in order. It is truly the plumbers' harvest when the cold weather arrives. The plumbers in Galt have had an exceptionally busy season. A large number of new houses have been erected, and as these have been mostly supplied with modern conveniences the plumber has been much in demand.

Louis Gmelin, a son of Galt's tinsmith, is seriously ill with a complication of diseases, and his recovery is not expected.

It has been suggested that the hardware merchant might make a change in the gifts he usually presents to his clerks. In most cases the Christmas remembrance takes the form of a box of cigars or an article of wearing apparel. While these are doubtless appreciated by the clerks they do not perform any material service. It has been suggested that the presents this year should be of a more educative nature—a subscription to The Busy Man's Magazine, Hardware and Metal, or some good book on trade subjects.

The Christmas calendars are making an appearance and already the small boy is making himself a nuisance. MacFarland, the sporting goods man, is presenting his customers with a very neat calendar. If merchants giving calendars would advertise the fact that they are for customers only they would probably be freed from annoyance by the collectors.

How about a branch of the Retail Hardware Merchants' Association for Galt?—B. E. C.

The Prairie Provinces

Advantages of Prince Albert as a Wholesale Centre—Travelers Form an Association at Saskatoon—New Hardware Store at Asquith.

SASKATOON.

December 5.—The Rat Portage Lumber Co. will open a wholesale distributing warehouse here in December. The headquarters of the company are in Winnipeg.

Arrangements which shippers over the G.T.P. will find convenient have now been made between the Saskatoon Forwarding and Storage Co. and the railway company. Shipments of goods may be handed over the the local company, who will see them transferred to the freight sheds which are a considerable distance out of town. Previous to this arrangement, merchants found it rather inconvenient when making shipments over the G.T.R.

Travelers who make Saskatoon their headquarters met one night last week and Saskatoon Council No. 445 was organized. The branch started off with a membership of 28, and it is likely to increase in the near future. The organizer was C. W. Rice, traveling representative of the Order of United Commercial Travelers of America. Officers elected were: Senior counsellor, E. M. Snell; junior counsellor, W. E. Thompson; past counsellor, R. Jackson; secretary-treasurer, C. E. Strickland; conductor, F. M. Waldron; page, J. Noel Nivin; sentinel, M. E. Rons. The council will meet monthly.

At last the Goose Lake line of the C.N.R. has been inspected and will be opened for traffic in the course of a few days. The promptness with which the line has been inspected is due to the efforts of the Board of Trade in trying to get the road into operation before the winter sets in. It is expected that a bi-weekly service will be put on in the meantime. The line taps a thickly settled district to the southwest and is at present 75 miles in length. The traffic from the district will consist chiefly of wheat shipments.

The local hardwaremen are looking forward to doing a good business in sporting goods during the winter. No fewer than three skating rinks will be at the disposal of skaters and hockeyists. A

strong hockey league is being formed. The curlers of the city are organizing too, and a couple of curling rinks are under construction.

The following is a list of the better class buildings erected in Saskatoon this year. Only those costing $2,000 or over have been mentioned. A long list of smaller dwellings and additions not recorded here brings the total value up to about $750,000: Post office and customs house, $100,000; the Great West Furniture Co., $100,000; municipal hospital, $65,000; Alexandra school addition, $23,500; central fire hall, $14,000; A. Macdonald Co., $20,000; Rogers Fruit Co., $13,000; Saskatoon Tent & Mattress Co., $10,000; Soldan & McLaughlin, $10,000; Western Heating & Plumbing Co., warehouse, $6,000; Baptist church, $5,000; St. Thomas church, $2,500; Prince of Wales school, $2,800; Clare & Little, warehouse, $3,500; R. J. Armstrong, warehouse, $2,000; Perrin Plow Co., warehouse, $2,000; J. F. Doak, planing mill, $4,000; B. Sommerfeldt, store and dwelling, $3,500; W. L. Smith, house, $3,000; R. W. Drew, house, $3,500. W. J. Robertson, house, $3,500; B. Sommerfeldt, $2,000; E. M. Snell, house, $4,000; W. E. Dorr, house, $2,000; J. H. Noel, residence, $2,600; A. H. Gebbie, house, $4,000; E. E. MacMillan, $2,500; Judge E. A. C. McLorg, house, $7,000; G. R. Tinning, house, $5,000; A. E. Young, house, $4,500; A. Macdonald, house, $2,000; Rev. J. W. Holmes, house, $4,000; H. R. Timmins, house, $2,000; G. A. Gilpin, house, $3,000; S. R. Ross, restaurant, $4,000; W. Mitten, house, $3,000; C. S. Maharg, house, $6,000; W. Morrison, house, $3,000; J. A. Aikin, house, $4,000; U. Schrader, residence, $5,000; H. Mabee, house, $2,600; A. J. Maudslay, house, $2,000; H. T. Rose, house, $3,000; A. C. McEown, house, $2,000; L. Williams, two houses, $2,000; R. A. Cameron, two houses, $3,000; A. Timmins, house, $2,500; Peter Webster, residence, $3,000; J. F. Potticary, two houses, $3,500; Central rink, $2,300; Thistle rink, $2,000; C. E. Strickland, frame house, $3,000. In addition to these the Chubb block, costing $15,000; the court house, costing $50,000, and the Flanagan hotel, costing $75,000, were completed this year.

D. G. R.

PRINCE ALBERT.

Dec. 2.—The local hardware men are now pushing sporting goods well to the front in anticipation of a good season in these lines. A little more snow would increase the sale of sleigh and team bells and other cold weather goods.

In the construction of the new C.N.R. line through the fine wheat growing country towards Battleford there should be a new field for doing business in a jobbing way. So far the wholesale trade done in Prince Albert has only been on a small scale, but now that new territory is opening up it would be worth while for some of the merchants to add a wholesale department to accommodate small stores at country places which naturally look to Prince Albert as the centre. If local men would go after the trade, now is the time to do so, as those on the ground first usually get the best patronage.

William Wintfield Rutan, hardware merchant, of Melfort, the successful Liberal candidate for Prince Albert in the recent Dominion elections, is a native of Minnesota, having been born there in 1865. In 1897 he came to Canada and engaged in the agricultural implement business, traveling through the West for the McCormick Co., making his headquarters at Regina. Five years later he selected Melfort, Sask., in which to settle in the hardware business. Since that time he has conducted an up-to-date business with marked success. He is a man of wide experience and observation, and one who has a reputation for sterling honesty. He has always taken a deep interest in the economic questions which affect a developing country like Western Canada and his electors place every confidence in him as their representative at Ottawa.—D.G.R.

KINLEY, SASK.

December 4.—The new town of Kinley, on the G.T.P., is a busy little place these days. Wheat from the surrounding district comes pouring in and when that is sold the farmers are in good form for patronizing the various places of business. The Atlas elevator is completed and here a great deal of the golden grain can be stored awaiting shipment to the east.

Kinley can boast of fifteen places of business now, which is not so bad for a town only a few months old. There are two lumber yards, two general stores, one hardware, one blacksmith shop and two elevators. Another establishment will be added when R. J. Derise builds his implement warehouse.

The Board of Trade have been considering how to improve the crossing over the creek south of town. It has been agreed to erect a more substantial bridge and to grade the approaches.

D. G. R.

ASQUITH, SASK.

December 5.—Asquith merchants report business brisk just now and they expect the good trade to keep up until after the holidays.

Badger & Martin have opened their new hardware store at Asquith. The premises are well located and are attractively decorated. The new firm will handle the Frost & Wood make of machinery.

British Columbia

Vancouver Building Permits Show Big Increase—Large Contracts Given at New Westminster — Rich Marble Deposits.

NELSON.

December 5.—J. C. Hetherington, a marble expert from the east, spent a fortnight in and about Nelson, making a thorough examination of the Canadian Marble and Quarry Works, at Lardo. He was enthusiastic concerning the deposits, stating that while some was of ordinary grade, there were still enormous quantities equal to the highest grade of marble to be found anywhere in the world. This was of the finest texture and would take the highest polish, and was at least the equal of, if not the superior of, the Kentucky creole marble, recognized as the best in the American market. The vein of high grade marble was upwards of two feet thick and extended right under and across the mountain.

KAMLOOPS.

December 5.—The question of the gas producer was discussed at a special meeting of the city council held on Saturday night, when Frederick Nicholls, president of the contracting company, was present. The trouble was that the producer was not adapted to Bankhead coal, and in speaking of the matter, Mr. Nicholls stated that he would not shirk any responsibility. A sample of the fuel had been analyzed, but in some way the company had failed to hit off the exact producer required for that kind of coal. This the company would do, however, even if it cost more than the original figure named in the contract. It would take time and it would be necessary to supply a new producer especially designed to use coal from Bankhead, the cost being about $2,500. This extra expense would be borne by the company, which, in addition, would leave the city in possession of the old producer. Satisfaction was expressed by the city solicitor at the attitude adopted by the company.

VICTORIA.

December 3.—Tenders are to be called for the erection of a new school on Chambers St. Brick work, carpentering and plumbing are all to be called for separately.

The Driard Hotel is to put in new Turkish baths with a 22-foot plunge bath in connection. The price of the work will be between $4,000 and $5,000.

The B.C. Electric Railway Co. are to spend $50,000 on new cars, to be used in Victoria.

In order to do away with the heavy volume of smoke which sometimes pours out of the furnace stack, and is as much a nuisance to the hotel as to the public, the management of the Empress Hotel is installing the under-feed or forced-draught on mechanical stoker system in the boiler house. Work is commenced, and, it is expected, it will be in operation before the end of the year.

Buildings having a floor space of 81,000 feet have been commenced on Herald Street for the B. Wilson Company, cold storage, and Wilson Bros., wholesale grocers. The buildings are close to the new E. & N. Ry. terminals and a switch line will be run into the basement of the buildings. The building planned for Wilson Bros. comprises six storeys and basement, the whole of which will be occupied by the firm for their business. Two elevators, one freight and one for passengers will be installed. The B. Wilson Company cold storage warehouse will cost $40,000, and, with refrigerating machinery, which it is estimated will cost $30,000, will entail an expenditure of $70,000. The premises will be used entirely for the cold storage business. The refrigerating and ice-making plant will consist of one fifty-

ton vertical single acting ice-making machine, Frick style, driven by a horizontal Corliss engine of 100 horse-power, which will make 20 tons of ice and refrigerate 65,000 cubic feet of cold storage at temperatures ranging from 10 below zero to 34 above. The brine agitator will be driven by an electric motor and the sea water used for condensing purposes will also be electrically driven. The electric light and power for running all machinery will be generated by a 50 K.W. direct connected generator to a special high-speed engine of 75 horse-power. The ice storage room will be located alongside of the ice tank, and ice will be delivered to wagons by means of a pneumatic ice-lowering device. There is also an ice shoot so arranged for the quick icing of railroad cars so that perishable freight such as fruit, fish, etc., can be economically handled. The system adopted for refrigerating the cold rooms will be direct evaporation, using anhydrous ammonia as the refrigerating agent, through coils of 2-inch pipe, the temperature being controlled from the engine room, any desired temperature can be maintained. The freezer contains 1,800 feet of 1¼-inch pipe and can freeze five tons of fish every twelve hours. When in operation the plant will be the most modern on the Pacific Coast and has been especially designed by J. C. Corbin.

Two survey parties are in the field working on the new extension of the E. & N.Ry. from Nanaimo to Alberni. The surveyors are expected to be finished in two months, but tenders for part of the work will, it is expected, be called for before that time.

The new sewer by-law was voted on on Saturday at Ladysmith. There was practically no opposition to the measure, and this showed itself in a very light vote. Only 100 votes were cast, of these only 8 were against the by-law. The work is to cost $50,000.

Victoria aldermen are very much worried this week by agents of many different makes of water meters all showing the many good points of their meter over all others. At the last Council meeting it was decided to call a special meeting to go fully into the matter and to have all the experts available on hand before deciding as to which make to use. There are 3,500 meters wanted.

The Hydraulic Supply Manufacturing Company, which was awarded the city contract for steel pipes, has now almost completed the building of a factory for the purpose of manufacturing the pipes as specified in the contract. The company has erected two large frame buildings with all necessary accommodation and equipment for making the pipes. The interior fittings and machinery are now being installed on the premises, and the first consignment of sheet iron has arrived this week from England. The whole of the work will be carried out here. It is the intention of the company at the conclusion of the contract to enter into the business of iron founders and steel pipe makers permanently here in Victoria.—W. B. C.

NEW WESTMINSTER.

December 5.—At first it was decided to hold over the formal awarding of the tenders for the construction of the new bridge, but at a subsequent special meeting of the city council it was decided to make the award, the International Contract Company, Seattle, for the substructure, and the Canada Foundry Company for the superstructure. The latter company has agreed to complete the work within eight months, and will also allow half the contract price to stand over for two years at eight per cent.

Plans for the completion of the New Westminster-Cloverdale section of the new electric line are being rapidly matured. Steel has been shipped to Cloverdale to enable the track-laying gangs to commence laying the rails from that end simultaneously with the track-laying from this city end. This week the surveyors of the B. C. Electric Railway Company are striking lines on Front Street for the entrance into this city of the Chilliwack line. The C.P.R. and the G.N.R. tracks are to be shifted toward the river a distance of eight feet, and the electric line will be laid on the inside to the north. The moving of the railway tracks will be done by the tram company at its own expense.

It is also proposed by the B. C. Electric Railway Company to enlarge the dam at Coquitlam, and objection is being raised to this in a number of quarters.

The mammoth lumber plant of the Fraser River Lumber Company, formerly the Fraser River Sawmills, which is now in operation, was visited by a deputation of about 80 citizens of this city, headed by Mayor Keary and President Cunningham of the Board of Trade. The visitors were the guests of the management, and were shown over the plant.

VANCOUVER.

December 5.—The returns for the past month are very gratifying, Not only was there an increase over November of a year ago, but the returns of the year to date are $800,000 more than for the first eleven months of 1907. For the past month they were $345,400, as against $221,400 last year; and for the year to date, $5,610,845, compared with $4,829,030.

At the meeting of the Board of Trade on Tuesday night, J. E. Walsh and R. W. Breadner, of the Canadian Manufacturers' Association, were present, having been invited to come west to discuss matters of interest to merchants. On Monday a meeting was held of the members of the western branch of the Canadian Manufacturers' Association, an informal luncheon being held at the Strand cafe. On Tuesday night, the most important subject taken up was that of a bill of lading, and this was endorsed by the board.

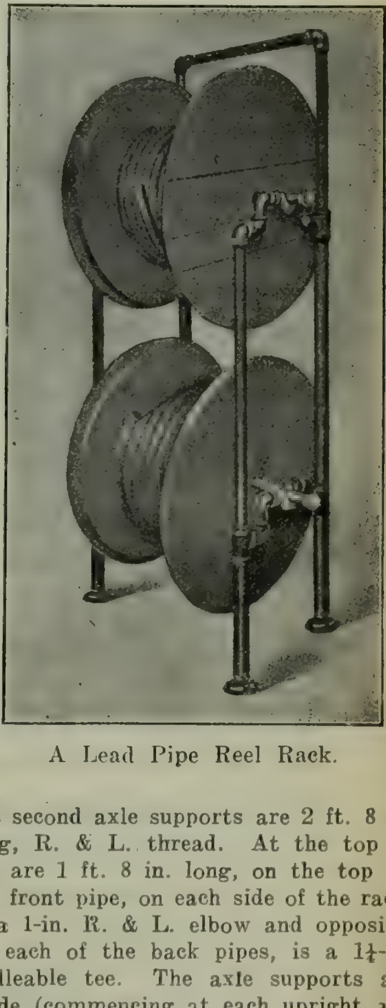
Decision was given in the Full Court this week that a company not registered in British Columbia cannot secure judgment in the courts against a provincial concern. When this was mentioned at the meeting of the Board of Trade, the matter was considered serious enough to refer to the council of the board.

When Frederick Nicholls, of the Canadian General Electric Company, Toronto, was in the city this week, he announced that construction would be begun next spring on the building to be erected on the company's property on Pender Street, which was purchased a couple of years ago.

R. B. B.

LEAD PIPE REEL RACK.

A novel lead pipe reel rack is used in the store of the Oswego Hardware Company, Oswego, N.Y. The length of each of the four 1¼-in. upright pipes to the first malleable tees is 1 ft. 3 in. These are secured at the lower ends by 1¼-in. malleable floor plates. The 1-in. upright pipes extending from the first to

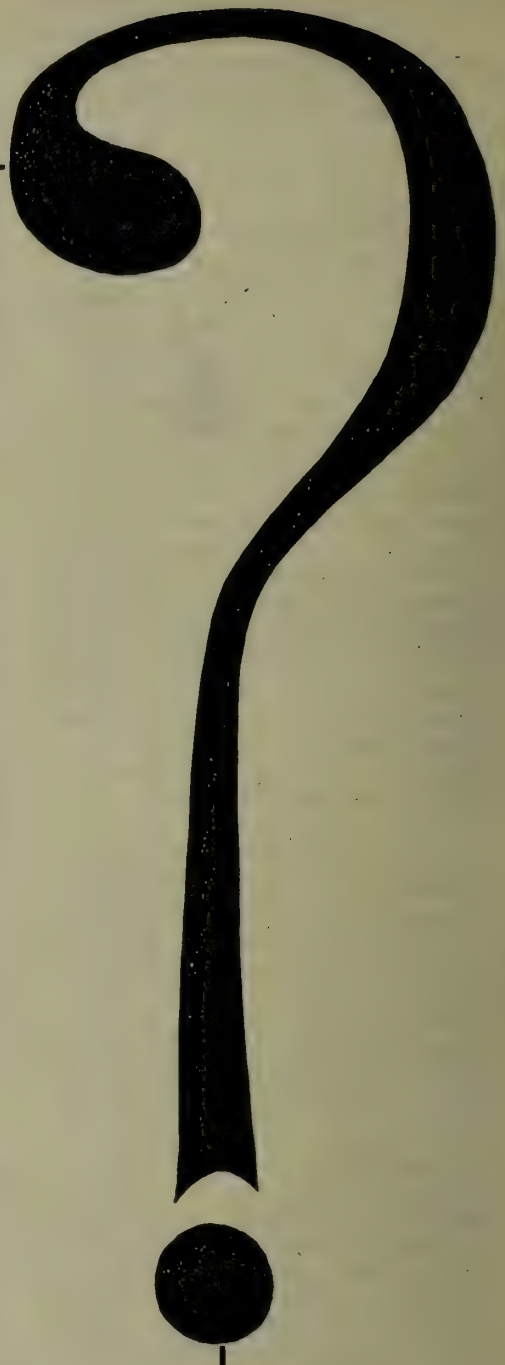


A Lead Pipe Reel Rack.

the second axle supports are 2 ft. 8 in. long, R. & L. thread. At the top of ing are 1 ft. 8 in. long, on the top of the front pipe, on each side of the rack, is a 1-in. R. & L. elbow and opposite, on each of the back pipes, is a 1¼-in. malleable tee. The axle supports are made (commencing at each upright and extending to the axle) of 1-in. malleable elbows, 1x¾ in., bushings ¾ in., close nipples and ¾ in. cross over. The axles are ¾-in. pipe, each 3 ft. long, with lock nuts near the extremities and ¾-in. malleable caps on each end. The 1-in. upright pipes above the upper axle bear- which are 1-in. malleable elbows, connected by 1-in. pipe, 1 ft. 10 in. long, with R. & L. threads.

Harry W. Knight, of the Rice-Knight Light Co., Toronto, was married recently in Goderich to Miss Grace Martin.

CAN WE HELP YOU



There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinners' tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want. ad." and in four days' time practically every hardware merchant, clerk, hardware manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap.

We can help you but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

RATES : (*payable in advance*) 2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.

HARDWARE & METAL

Montreal **Toronto** **Winnipeg**

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Safes. Fine new fireproof safe, new burglar-proof safe; latest type; prices right. The Canadian Fairbanks Co., Ltd., 26-28 Front St. West, Toronto. (44f)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT WANTED by cutlery manufacturer in Germany. Goods are already known in Canada, having been sold for 30 years. Sole Canadian agent to be appointed. Good connections necessary. Applications to Box 2915, HARDWARE AND METAL, Montreal. (50f)

CHAINS, ANCHORS, &c.—A Lancashire firm manufacturing chains, anchors, windlasses winches, capstans, steering gears, tanks, iron buoys, pontoons, lighters, dock accessories, &c., desires to communicate with Canadian firms, with a view to opening up business connections. (1538f,45)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

RETAIL HARDWAREMAN, with wide experience, wishes to establish himself as manufacturers' agent in Toronto, and would like to correspond with manufacturers who are interested. Best of references can be given. Address Box 101, HARDWARE AND METAL, Toronto. (tf)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE business for sale in thriving western Ontario town. Good steady business for young man. Satisfactory reasons for selling. Stock about $4,000. Reasonable terms of payment. Address Box 767, HARDWARE AND METAL, Toronto. (51)

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad. under the heading, would probably put you in touch with the right man.

FOR SALE—$2500 share in an established hardware business. Address Box 772, HARDWARE AND METAL, Toronto. (51)

BUSINESSES WANTED.

The business of your next door neighbor may be for sale, and you would not know anything about it. The only way to get replies from the trade everywhere, is to advertise in a paper which reaches the trade everywhere in Canada.

WANTED—To buy, hardware, stove and tin business in good western Ontario town. Stock from four to six thousand. Box 771, HARDWARE AND METAL, Toronto. (53)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE BUYER WANTED. One thoroughly familiar with machinists' tools as well as all lines of hardware. Apply Box 770, HARDWARE AND METAL, giving full particulars of experience, salary, etc. (f)

PRACTICAL MAN, with knowledge of stove manufacturing, for assistant superintendent. P. O. Drawer 256, Hamilton, Ont. (44tf)

WANTED—FIELD FENCE SALESMAN—Advertiser is open to receive applications for the above position. Apply, stating references, experience and salary expected, Box 763, HARDWARE AND METAL, Toronto. (47)

WANTED—Salesman to cover territory Province of Quebec and Eastern Ontario. Applicant must have good connection with wholesale and manufacturing trade and be experienced in wire and wire product lines. Box 766, HARDWARE AND METAL, Toronto. (51)

GENERAL tinsmith wanted—Good, all-round man for jobbing shop in large town in Niagara Peninsula. Must know furnace and small plumbing work. Must be sober and industrious. Apply immediately. Box 773, HARDWARE AND METAL. (50)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

HARDWARE man, 27 years old, 8 years' experience Thorough knowledge of the trade, also practical knowledge of electricity, heating and plumbing, desires position as traveler for wholesale hardware or for electrical or plumbing and heating goods. Willing to work. Satisfaction guaranteed Excellent references. Box 768, HARDWARE AND METAL, Toronto. (50)

SUBSCRIPTION CANVASSER WANTED—To solicit subscriptions for one of our publications. A retired merchant or one who has had experience as a salesman preferred. As high as $1500 a year will be paid to a first-class man. The MacLean Publishing Co., Ltd., 10 Front St. East, Toronto. (51)

WANTED—Position as salesman, four years' experience in heavy and shelf hardware in French and English Best references as to ability and character. West preferred. Box 769, HARDWARE AND METAL. (48)

WANTED—Position as traveler for wholesale hardware or tin and granitware. 8 years experience. Reference. Box 774, HARDWARE AND METAL. (51)

MISCELLANEOUS

EVERY HARDWAREMAN should handle the Time Saving Coupler. It is a sure saver of time and temper, it works simply and instantaneously, and its joints are absolutely watertight. The unusual advantages possessed by the Time Saving Coupler will make it popular among your hose using customers. (tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of gasoline lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's more than were sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

SHEET Metal Pattern Drafting taught by mail. A cheap, plain and practical course for tinsmiths on easy payments. Our students tell us it is fully equal to the high priced courses. Write for application blank and particulars. The Sheet Metal School, Galt, Ontario. [50]

TECHNICAL BOOKS

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 Illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co. Technical Book Dept., 10 Front St. East, Toronto.

THE BANK OF MONTREAL

The ninety-first annual general meeting of the Shareholders of the Bank of Montreal was held in the Board Room of the Institution yesterday, at noon.

There were present:—Sir George Drummond, K.C.M.G., president; Sir Edward Clouston, Bart., vice-president and general manager; Sir William C. Macdonald, Sir Thomas G. Shaughnessy, Hon. Robert Mackay, Messrs. R. B. Angus, E. B. Greenshields, Charles R. Hosmer, David Morrice, Alexander T. Paterson, G. F. C. Smith, Huntly R. Drummond, Lieut.-Col. Prevost, B. A. Boas, James Tasker, W. R. Miller, James Kirby, K.C., R. W. Shepherd, Roswell C. Fisher, Henry Mason, Wm. Stanway, W. B. Blackader, Bartlett McLennan, Henry Joseph, R. Campbell Nelles, Henry Dobell and M. S. Foley.

On motion of Mr. R. B. Angus, seconded by Hon. Robert Mackay, Sir George Drummond, President, was unanimously voted to the chair, after which it was resolved: "That the following be appointed to act as scrutineers: Messrs. G. F. C. Smith and Bartlett McLennan; and that Mr. James Aird be secretary of the meeting."

Sir Edward Clouston then submitted the report of the Directors as follows:

THE DIRECTORS' REPORT.

The Directors have pleasure in presenting the Report showing the result of the Bank's business for the year ended 31st October, 1908.

Balance of Profit and Loss Account, 31st October, 1907		$ 699,969.38
Profits for the year ending 31st October, 1908, after deducting charges of management, and making full provision for all bad and doubtful debts		1,957,658.68
		$2,657,628.56
Dividend 2½ per cent. paid 1st March, 1908	$ 360,000.00	
Dividend 2½ per cent. paid 1st June, 1908	360,000.00	
Dividend 2½ per cent. paid 1st Sept., 1908	360,000.00	
Dividend 2½ per cent. payable 1st Dec., 1908	360,000.00	
	$1,440,000.00	
Amount credited to Rest Account	$1,000,000.00	2,440,000.00
Balance of Profit and Loss carried forward		$ 217,628.56

Since the last Annual Meeting Branches have been opened at Stirling, Ont., Gretna, Man., Grimsby, Ont., St. Hyacinthe, P.Q., Hosmer, B.C., and Sherbrooke, P.Q., and Sub-Agencies at Magrath, Alta., Cardston, Alta., and Peel Street (Montreal). The arrangements mentioned in our last Report for opening a Branch at Prince Rupert have not yet been completed. The Sub-Agencies at Sherman Avenue (Hamilton) and Queensville, Ont., have been closed.

With deep regret the Directors have to record the death of their esteemed colleague, Sir Robt. Reid, who had been a member of the Board for upwards of eight years.

The vacancy on the Board has been filled by the election of Mr. C. R. Hosmer.

All the Offices of the Bank, including the Head Office, have been inspected during the year.

(Signed) G. A. DRUMMOND,
President.

Bank of Montreal, 7th December, 1908.

GENERAL STATEMENT.

The General Statement of the position of the Bank, 31st October, 1908, is as follows:—

LIABILITIES.

Capital Stock		$ 14,400,000.00
Rest	$12,000,000.00	
Balance of Profits carried forward	217,628.56	
	$12,217,628.56	
Unclaimed Dividends	2,803.01	
Quarterly Dividend, payable 1st December, 1908	360,000.00	12,580,431.57
		26,980,431.57
Notes of the Bank in circulation	$12,417,132.00	
Deposits not bearing interest	38,766,918.23	
Deposits bearing interest	105,192,365.64	
Balances due to other banks in Canada	112,312.36	
		156,488,728.23
		$183,469,159.80

ASSETS.

Gold and Silver coin current		$ 5,168,887.33
Government demand notes		9,542,088.25
Deposit with Dominion Government required by act of Parliament for security of general bank note circulation		600,000.00
Due by agencies of this bank and other banks in Great Britain	$7,331,267.66	
Due by agencies of this bank and other banks in foreign countries	11,959,588.00	
Call and Short Loans in Great Britain and United States	40,689,956.00	
	59,980,811.66	
Dominion and Provincial Government Securities	956,562.07	
Railway and other Bonds, Debentures and Stocks	8,105,233.57	
Notes and cheques of other Banks	3,492,713.65	
		87,846,296.53
Bank Premises at Montreal and Branches		600,000.00
Current Loans and Discounts in Canada and elsewhere (rebate interest reserved) and other assets	$94,762,020.73	
Debts secured by mortgage and otherwise	176,404.85	
Overdue debts not specially secured (loss provided for)	84,437.69	
		95,022,863.27
		$183,469,159.80

Bank of Montreal,
Montreal, 31st October, 1908. E. S. CLOUSTON, General Manager.

THE PRESIDENT'S ADDRESS.

The President, in moving the adoption of the directors' report, said:—

A year ago business in the United States was staggering under a sudden collapse of credit and acute money stringency, while in Canada the brakes had been applied and the slowing down process had begun. To-day the situation is much improved, confidence has been largely restored, credit is again good, the money markets of the world are abnormally easy, but the volume of trade has been considerably diminished. Measured by the value of imports, the shrinkage in Canada within a year has been approximately 20 per cent., namely, from $362,460,000 to $297,300,000, the figures being for the twelve months ending October 1st, 1907 and 1908 respectively.

On the other hand, the value of domestic exports in the same period has been well maintained, being $231,500,000, as against $244,200,000 last year.

The daily business of the country, as gauged by bank note circulation, at no time showed a shrinkage exceeding 5 per cent.

In view of the great excess to which imports had grown over domestic exports, amounting to upwards of 100 million in 1907, the subsequent contraction in imports must be regarded as a healthy condition. The gap between exports and imports may be still further contracted with advantage, and it is to be hoped that this process will be steadily continued. No doubt this reform was assisted by the repeated recommendations of economy emanating from all financial quarters, and it is gratifying

to note that the liquidation process compelled by monetary conditions has been accomplished in Canada with, upon the whole, little disturbance, and practically without any great disaster.

Commercial loans have been reduced by the banks sixty millions, or upwards of 10 per cent., with a contraction of less than 5 per cent. in the volume of domestic trade as measured by note circulation.

Immigration has fallen off about 50 per cent., but the quality of late has been good, farmers and farm laborers predominating.

The great feature of the year has been the excellent crops secured by the Northwest Provinces, Manitoba, Alberta, Saskatchewan, variously estimated as in wheat 105 to 115 million bushels; oats, 100 million bushels; barley, 25 million bushels; in addition crops of flax, potatoes, etc. The money value of the grain crops to these farmers will approximate 125 million dollars earned by a territory practically deserted up to a comparatively recent date. We have further from the same territory the report that an unusually large percentage of fall ploughing has been done, that the land is in the very best condition, and a very considerable increase in acreage indicated for next season.

The export demand for our surplus farm products has been above the average, and a large proportion of these has already been marketed. In Ontario and Quebec, however, the brilliant prospects of spring were somewhat clouded over by a long continued mid-summer drought. As regards the special business of this port, the exports of wheat and oats were in excess of last year, being respectively 27,485,034 and 1,268,803 bushels. Most other grains were somewhat short.

Shipping—There is a widespread depression in shipping the extent of which may be imagined from a report from the North of England that about a million tons of steamers were already laid up, and many more will require to go into the ranks of the unemployed during the winter. Notwithstanding this the trade of the St. Lawrence has fairly well held its own. Some voyages, no doubt, were unremunerative on account of vacant space, but both passengers and freight were, upon the whole, profitable, which is another proof of the advantages which the St. Lawrence route possesses. The tendency in all new vessels is towards increased size and carrying capacity, demanding due provision in all harbor and channel work of the future.

The Lumber Trade—The exports of lumber and deals for the past year to both Europe and the United States have fallen below those of the year previous, both in volume and value. Pine deals have declined $3 to $4 per 1,000 feet, and spruce $2 per 1,000 feet, from which decline there has already been a partial recovery. This is considered a favorable omen, and a sign that the depression which has hung over the lumber trade for some time past is about to be dispersed, and that a more active business in the future may be looked for.

The British market shows an improvement, Liverpool advices being of a more cheerful tone. Quebec pine and spruce deals are being enquired for, and as stocks are somewhat heavy, their realization would be a great help to the trade.

The opinion seems to prevail that the turning point has been reached, and that better times are near at hand.

Exports—As regards the exportable products, it may be said that eggs, cheese, ham, bacon and meats, butter and apples, all showed a falling off, and wholesale grocery houses after having felt the depression in business in the past year, now speak of a decided improvement, with brightening prospects for the coming year.

Exports of Produce—The value of the principal exports of produce from this port during the past season of navigation are computed as follows:

Grain and flour	$32,948,000
Butter and cheese	19,157,000
Hams and bacon	2,101,000
Total	$54,206,000

If to the above we add the exports of cattle, $4,716,700, we have a grand total of $58,922,700.

Dry Goods—The effects of the panic of last October were not immediately felt by the dry goods trade. The general trade was so good in 1907 that the full effect did not appear until January, 1908. For six months previous to that a certain amount of taking in of extra canvas had been going on, as money had been very scarce. Arrangements had been made before October for a probable decrease in sales for spring, 1908, but the decrease in turnover was a great deal more than anticipated, reaching as much as 20 to 30 per cent. from 1st January to 1st June. After that the improvement began, and for the fall six months the loss of business was about half this amount, or 15 per cent.

Buying has been conducted everywhere on conservative lines for next spring season, 1909, which is just beginning. Orders taken in advance by the travelers are very fair.

The capacity of the Canadian cotton mills and calico printers is likely to be taxed in many lines to its full capacity, as they have received large orders which last year were placed in Manchester. Fine and coarse wools have advanced in England, and manufacturers of woolen dress goods in France have refused orders, except at an advance in price.

The good crops have helped collections very much, and the financial state of the retail trade is quite satisfactory. Comparatively few bad debts have been made by the wholesale trade during the year. (This is one of the features of this panic, as the Bank of Montreal returns show.) Generally the prospects seem distinctly improved, and the outlook decidedly hopeful.

Iron and Hardware—While some of our large wholesale firms complain that business has fallen off in the past year, everything points to an increased trade in the future. Manufacturers of iron and steel report increasing orders for future delivery, and a heavy spring business is anticipated.

Leather — Both business and profits have been curtailed in the past year, owing partly to the increased cost of hides, and the low price of leather, but prospects for the coming year are most encouraging. The allied trade of boots and shoes shows very similar results for the year.

Railway Construction—The past year certainly was, and the present holds out the prospect of being emphatically the era of railway construction. The Grand Trunk Pacific between Prince Rupert and Moncton is likely to occupy a considerable time, while it cannot be overlooked that most of the other railways in the country have been occupied with extensions, much greater than the public have any idea of. For example, the Canadian Pacific Railway at the end of June had over 700 miles under construction in different sections of the country, and the Canadian Northern was also engaged in increasing its mileage in Quebec and the western provinces.

The vast importance of the improvement of the agricultural products of the country must be an excuse for introducing a subject occupying a great deal of attention in other countries as well as here, and closely bound up with the prosperity of the country, and, of course, of this and other banking institutions. When we reflect that the annual value of the products of the soil of Canada must exceed four hundred millions of dollars, any percentage in increase in quantity or improvement in quality of our crops becomes of enormous importance. For example, if by selection of the seed or by hybridizing, with the light thrown on this subject by Mendel's discovery, the wheat plant can be made to increase its yield or shorten the period of ripening, even by days, it might mean the difference in the Northwest of saving or losing a large percentage of the crop.

In the magnificent instalation of Sir Wm. Macdonald at St. Anne's, which, after all, is only the continuation and culmination of his work in the same direction all over the Dominion, this question of improvement in the grain plant and in the fertilizing of the soil has been a subject of careful research and experiment, and no doubt will continue to be so.

Dr. Robertson is sanguine enough to state that within five years past an increase of more than 25 per cent. has been obtained over large areas in Canada, on the average yield per acre of wheat, barley and oats, by improvement in the quality of the seed sown. It is not too much to hope that this improvement will continue as fresh discoveries are made and their application extended, and that the research and experimental department of the Macdonald and other colleges will prove the most important institutions in the country.

I beg to move: "That the report of the Directors now read be adopted and printed for distribution among the shareholders." If any shareholder has any questions to ask, we shall be pleased to answer them.

THE VICE-PRESIDENT.

The Vice-President then spoke as follows:

Since I last had the pleasure of meeting you and giving an account of my stewardship, we have passed through a very momentous financial year. For several months our American neighbors were not, practically, on a specie basis, and though in Canada we considered that we were in a fairly sound condition, we were somewhat in the position of a man living in a fireproof house with his neighbor's residence ablaze. He believes himself safe, but is natur-

ally nervous as to the result. I said, in a fairly sound condition, for though our state was satisfactory enough for normal times, the country's great prosperity had brought about an abnormal demand for money. We were overtrading on inadequate capital; everyone from the Government to the individual was spending too much and living too extravagantly. Canada's financial resources were strained to the utmost, and when in addition, there came a crisis in the United States, and extraordinary conditions elsewhere (witness a 7 per cent. Bank of England rate), we certainly had grounds for uneasiness, and good reason for putting on the brakes, financially, in rather an emergent manner. Fortunately, some of us had begun to do so before the crisis arrived. The general result of all this disturbance has been beneficial, and what I said last year; that we would eventually reach a better and a sounder basis, is coming to pass. Largely as the result of a harvest of exceptionally high quality, which is realizing excellent prices, Canada to-day is in a good commercial position, and can look to the future with renewed hope and satisfaction. Not that we are in a condition to start a boom; but if our people will continue the conservative policy which is at present animating their conduct of business, we will emerge stronger and better in every way.

Reference to the record of commercial failures which, during the past year, have increased from $10,000,000, the average of recent years, to $16,000,000, brings home the reality of the dangers which have threatened our industrial welfare. These are large figures, but considering the strain and stress of the times, the great expansion in business, and the heavy stocks carried last autumn, we may reasonably consider the commercial community to have weathered the storm fairly well, and I think it may be claimed that the banks did their share in carrying them through a season of trouble.

During the year we have had three bank failures—the Sovereign Bank of Canada, La Banque de St. Jean, and the Banque de St. Hyacinthe. It is hardly necessary to state that in no case have the noteholders suffered, and it is worthy of notice that since the circulation came more directly under the supervision of the Canadian Bankers' Association, there has been no failure of a bank which has disclosed any tampering with its circulation, either by over-issue or otherwise.

Through the assistance of a number of the banks, the Sovereign Bank is being liquidated without loss to its depositors. This was a case of "modern" banking, where unusual methods were adopted to attract deposits, and depositors can hardly be blamed if in the future they look askance at any bank which adopts catchpenny means of soliciting the savings of the people. They will certainly be justified in considering such devices signs of weakness on the part of the institution employing them.

The two other banks which I mentioned were small affairs, whose failures affected only the communities they served, but to the credit of those communities be it said that they behaved with admirable self-control, under trying circumstances. In each case the difficulty was too serious to warrant outside banking assistance. Whilst, however, the failure of the St. Jean institution was consequent upon mismanagement, the responsibility for which the criminal courts have been called upon to fix, that of the Banque de St. Hyacinthe shows how bad business, contracted originally by over-ambitious management, because an ever-increasing incubus, which must infallibly prove the downfall of a small and localized concern.

In July last, a brief Act of Parliament amended the Bank Act to the extent of enabling banks during the usual season of moving the crops (1st October to 31st January), to issue additional notes to the amount of 15 per cent. of each bank's combined capital and reserve.

Although desirable as a precaution against any sudden shortage of currency, such as our neighbors sometimes suffer from, very little use has yet been made of the privilege by the banks. This season, at least, it was not a necessary facility, as shown by the fact that, at the close of October, the balance of notes of chartered banks available for circulation exceeded $19,000,000; this, too, notwithstanding an usually heavy crop, which had to be moved in a limited period.

The explanation is, no doubt, that the increased number of branch banks in the country has become an important factor in assisting the crop movement, giving the farmer quick payment for his grain and aiding the prompt deposit of its proceeds. Thus circulation is returned to the banks with little delay, enabling them to reissue notes and taking them out of the pockets of the farmers, where, in former years, they became locked up.

The prominent feature of the present situation as contrasted with that of a year ago is the world-wide plethora of money The contrast is rendered greater by the fact that the late stringency was intensified by senseless hoarding, not only by individuals, but, in some cases, by banks. Such hoarding aggravated that want of confidence by which it was begotten, and rendered the crisis more acute. When, after the turn of the year, the normal financial loosening took place, the hoarded funds came out and swelled the supply of available cash. This soon became of unusual volume, owing to an enforced general liquidation and a desire to place business on a basis more commensurate with the capital employed.

When Europe untied the purse strings once more, she facilitated the liquidation of government and municipal advances at home by the flotation of loans in foreign countries. Thus it has come to pass that our deposits have increased $17,000,000, while our loans, other than call, have decreased $10,000,000, making our present percentage of immediately available assets 57 per cent., as against 43 per cent. a year ago. Containing such features, the financial statement laid before you shows an exceptionally strong position—stronger, indeed, than is necessary. Unfortunately, it is not a money-making position, as the rates ruling in the London and New York markets, where we are obliged to carry a large portion of our reserves, are unusually low, and I am afraid we cannot look forward to very good profits during the coming year. But, after all, lean years will come, and, as history repeats itself, it proves, in its application to banking at least, that conservative methods are the only ones which can safely be employed alike in times of prosperity and leanness, to build, in fair weather, a structure which will not be shaken by the inevitable storm.

The Vice-President having seconded the motion, Mr. Roswell C. Fisher referred to the asset of $600,000 for bank premises at Montreal and branches. "Last year we were told no reason was seen for altering the statement. I think there is one, as the shareholders do not know in the slightest degree the value of the premises, and, therefore, cannot criticise the expenditure. If we knew approximately how much was being spent in additions to bank premises all over this country, we would probably be in a position to criticise. We might also say if statements are not correct in one case, how are we to know that the others are not equally incorrect?"

The Vice-President—"The new board coming in will take the matter into consideration, and see if they will alter the formal statement. I think that, if an error at all, it is an error on the right side, and if all the Bank's assets were valued in the same way as its real estate, the Shareholders should be very well satisfied as to its position.

The motion for the adoption of the directors' report was then put and was carried unanimously.

Mr. B. A. Boas remarked: "Before moving the resolution I hold in my hand, I have a few words to say, and I have no doubt all the shareholders will join with me in congratulating our Vice-President on the great honor which has been shown him by His Majesty the King. We all trust he will live for many years to enjoy the distinction and to be the guiding spirit of this Bank. I now move:

"That the thanks of the meeting be presented to the President, the Vice-President and Directors for their attention to the interests of the Bank."

This was seconded by Mr. Henry Dobell, and unanimously concurred in, after which Mr. Charles R. Hosmer moved: "That the thanks of the meeting be given to the General Manager, the Assistant General Manager, the Inspec-

tors, the Managers and other officers of the Bank for their services during the past year."

This was seconded by Sir Thomas Shaughnessy, and was unanimously agreed to.

The Vice-President, in returning thanks, said: "With reference to Mr. Boas' kind remarks, I do not look upon the honor given me by His Majesty as an honor to me personally, but because of the position I occupy—I was chief executive officer of this Bank and also President of the Bankers' Association—it is an honor to the Bank of Montreal and to the Canadian Bankers' Association."

Mr. W. R. Miller moved: "That the ballot now open for the election of Directors be kept open until 2 o'clock, unless fifteen minutes elapse without a vote being cast, when it shall be closed, and until that time, and for that purpose only, this meeting be continued."

This was seconded by Mr. James Tasker, and was carried unanimously.

THE DIRECTORS.

The ballot resulted in the election of the following directors:

R. B. ANGUS.
SIR EDWARD CLOUSTON, BART.,
HON. SIR GEORGE DRUMMOND, K.C.M.G., C.V.O.
E. B. GREENSHIELDS,
CHARLES R. HOSMER,
SIR WILLIAM C. MACDONALD,
HON. ROBERT MACKAY,
DAVID MORRICE,
ALEXANDER T. PATERSON,
JAMES ROSS,
SIR THOMAS G. SHAUGHNESSY, K.C.V.O.,
THE RIGHT HON. LORD STRATHCONA AND MOUNT ROYAL, G.C.M.G., G.C.V.O.

The Honorary President, the President and the Vice-President will, in the ordinary course of business, be elected at to-day's meeting of the Directors.

Hardware Conditions in Great Britain

(By Hardware and Metal's European Correspondent).

Sheffield, Dec. 1.—As I write, the hardware, iron, steel and coal trades are in a little better form than a month ago, and manufacturers are hopeful that the new year will see a much better state of affairs.

One black cloud has drifted away, and that is the dispute in the Lancashire cotton trade, for not only did the coal owners find that they had to restrict their output, but engineering firms, makers of spindles and steel had begun to realize that a lockout in Lancashire was a very serious matter for them.

Scarcely has this been amicably settled than another dispute has made itself prominent. It originates in Sheffield, where the Masters' Federation have intimated their intention of reducing the wages of the molders from £2 2s to £2 per week, and the men have stoutly refused to accept the reduction. They are prepared to strike.

This will not only affect the molders and the allied craftsmen in Sheffield to the number of about 6,000, but also some sections of the engineering trade throughout the country, for Sheffield is the home of the steel founder.

It is a pity that now when trade is looking up there should be this serious set-back, and naturally there is much concern about the situation.

A Spirit of Conciliation.

But now is the day of conciliation and common sense, and I heard privately last night that a prominent Sheffield manufacturer is doing all that he possibly can to get the masters to adopt a spirit of compromise, and, further, to agree to the formation of a Conciliation Board in the Sheffield district, which would have power to deal with such a matter as this, and to enter into some understanding which would prevent a serious breach between the masters and the men, and stop a lock-out calculated seriously to damage trade and impoverish the workmen concerned. So far, no statement as to the attitude which will possibly be adopted has yet been published. This is first-hand information which I am able to give to readers of Hardware and Metal. I heard last night that Sir Hugh Bell is to be approached with a view to his getting the manufacturers concerned in a suitable frame of mind to adopt the proposal.

I am dealing at length with this subject because my close association with the manufacturing world leads me to the belief that such measures and such organizations as I have mentioned will very soon be dominant factors in British commercial life.

In the engineering trades in Lancashire such a board is already in existence and embraces nearly all the large manufacturing centres. Perhaps I ought to say that the men are adequately represented in its constitution.

The Co-partnership Scheme.

To give further proof of the tendency of the times in this direction, I need only state that the co-partnership scheme, to which I referred last month, has been accepted by the workmen employed in the shipbuilding and engineering yards of Furness, Withy & Co., on the North-East Coast. A trial is to be given for at least twelve months, and Sir Christopher Furness, in a speech made to the men, expressed the view that, as a result of the more harmonious, industrious and efficient working which no doubt would ensue, the proportion of surplus dividend accruing to the employes' shares will be a distinct consideration alongside the fixed four per cent. paid on their share contributions.

He went on to say that, after all, it was not pounds, shillings and pence, but personal peace, individual freedom from worry on the part of all which he pictured as the best dividend to be anticipated as an outcome of the new departure. "We have already arranged," he said, "that in matters of hours, wages and price lists, the position of the works shall be determined by the customs ruling outside the works to which trade unionism, either willingly or under compulsion, has given its assent, by which explanation you will see that while there will be neither strike nor lockout in connection with these shipyards, we, on our part, will, alike as employer-partner and employe-partner, adopt automatically whatever facts may be the general custom of the district. So the matters which come before the works council as matters in controversy will, I trust, be of such a character as will be found easy of prompt and amicable settlement."

The Tin Plate Trade.

The tin plate trade is active, and prices have been advanced from 1½d to 3d per box. It is said that the American works have ceased to compete in the oil trade, and Welsh manufacturers are hopeful of securing the return of the Standard Oil Co.'s orders.

The October shipments from Swansea alone showed an increase of 4,300 tons, about one-fifth. China is the most promising customer, the quantity despatched in October being 2,422 tons, against 274 tons in October, 1907.

A fire at the Raven tin plate works, Glanaman, did damage to the extent of about £1,000.

Exports Improving.

Nothing very definite can be deduced from the Board of Trade returns, which I have again examined specially for readers of Hardware and Metal. In some instances exports to Canada were of greater value in October last than in October, 1907, while in other sections there is a lamentable falling off.

Hardware, for instance, has picked up wonderfully. The value last month was £4,765, being £349 above October, 1907, and a long way ahead of £3,809 in October, 1906. Cutlery has fallen off very largely, and is only about half that of October, though better than May and other early months. The total was only £4,504, very little more than a third of the October, 1907, total of $12,814, and exactly half the October, 1906, total.

In contrast, unwrought tin was 56 tons, compared with 40 tons in October, 1907, and 68 tons in October, 1906. Pig lead and manufactures of pig lead were 407 tons, being ahead of October, 1907, with its 384 tons, but behind the 710 tons of October, 1906.

Exports of steel bars, angles, rods, shapes or sections were 4,233 tons, being 1,181 tons ahead of October, 1907, but behind the 4,662 tons in October, 1906. Steel or iron plates under ¼-in. thick exported last month to Canada weighed only 1,498 tons, compared with 2,469 tons in October, 1907, and 1,737 tons in October, 1906.

Perhaps the unevenness is due to the fact that the period covers the anniversary of the American crisis. November will probably show better. Still, on the whole, the returns are not unfavorable.

R. A.

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

The last day of November brought with it a real old-fashioned blizzard. There was too little snow for much drifting, but as the day advanced the thermometer dropped pretty steadily and from Monday onward the weather had been very sharply cold, but clear and fine, with plenty of sunshine. The sudden drop in temperature has suited the retail merchants and the coal dealers to perfection. The change was extreme enough to send everyone flying for overshoes, heavy underwear, fur collars and fur coats, and the houses handling these lines have been doing a land-office business all week, and a couple of weeks of such weather before Christmas will go far to balance the extreme mildness of the fall so far as the clothing fur and footwear trade is concerned.

The beginning of another month calls attention to the condition of collections and in every line of business they show improvement. The change is perhaps most marked in the matter of loan collections as November is a heavy month for them always and both the large loan and large insurance companies having heavy investments in the Canadian West report collections as really remarkably good and many claim that in collections 1908 will go down as a banner year. The companies not only report old business well cleaned up, but a very satisfactory line of new business. The loan companies claim that the only requests for extension of time are coming from a few points in Saskatchewan, where they suffered from frost damage to the grain. Wholesale houses report collections very good and expect to close with a distinct advance on last year. Christmas sorting trade has been good in dry goods, fancy goods and choice groceries. Retail Christmas trade is good in all lines and merchants declare the class of goods being bought is better than last year.

The much-talked-of, long-delayed St. Andrew's locks will probably be rushed to completion early in the summer of 1909. Colton & Scott, contractors, left during the last week for Lake Winnipeg, taking with them 150 men to work in the bush. This firm has contracted for 100,000 ties for the Canadian Northern Railway, and are going so far as to send their solicitor in person to Ottawa to endeavor to bring about the completion of the locks by the beginning of June, 1909. These men claim that were the locks open it would mean a saving of $10,000 to them on this tie contract alone. In addition to the ties, large quantities of wood could be brought in and laid down at the Winnipeg end for $2.75 per cord. Two other items would be greatly reduced in cost by the locks being opened and would have a very material effect on building. Sand in Winnipeg now runs from $1.40 to $1.75, and the quality offered is very inferior to the sand that can be got in almost inexhaustible quantities on the shores of Lake Winnipeg. With the locks open this sand could be loaded on barges and brought to the city at just about one-half of what is now paid for clean sand in this city. The other item is fine building granite which can be blasted and loaded on barges at very small expense. This contracting firm seems very confident of success in the embassy to Ottawa and there are many other firms in the wood and building lines in Winnipeg that will wish them success in their undertaking.

Among the interesting railway news of the week is the announcement of a big survey party pulling out from Saskatoon to locate the continuance of the Canadian Northern Railway to Calgary. It is announced that the survey will be pushed with all speed and that everything will be ready for the contractors to get to work early in the spring.

I learned last week that one of the big Eastern dailies had requested their Western correspondent to send them no more news of wheat inspections and such like, as they were tired of it. Perhaps Hardware and Metal readers are tired of it also, but assuredly it still forms one of the most important features of the situation in the West. Over forty-one thousand cars of wheat have passed through Winnipeg inspecting yards since the beginning of September, which means that there have been nearly four cars hauled this year to two in any other year. Of this wheat close on 75 per cent. has been of contract grade.

The outward shipment from the head of the lakes has been almost as phenomenal as the inspections. The storm of Monday delayed a large number of boats at the Soo and these all arrived in a bunch on Thursday, forty in all. Quite heavy premiums have been paid for spot stuff to fill these boats, indeed the scramble for boats is much greater than was anticipated. The period of open water has been extended so far as insurance is concerned, from the 5th to the 12th of the month, but it is just possible that Jack Frost may close the navigation even if the insurance companies do not. There is so large an amount of wheat to go out to Buffalo that it would be rather disastrous should navigation actually close earlier than the 12th. Not only has there been a heavy trade in spot stuff for the boats but the last three days of the week developed quite a trade for December delivery, so that it is evident the all-rail route will be patronized to a considerable extent after navigation closes. The situation looks extremely strong here, but among the more conservative traders there is a good deal of skepticism as to the success of the Bartlett-Paten corner.

The outbreak of foot and mouth disease among the cattle of the United States has been a serious inconvenience to Western cattle dealers just at the close of the most successful season in the cattle trade that has yet been recorded. Dealers here had booked a large amount of space from Boston, Portland and other American ports for the last of the season, and these ports being closed, it has been found almost impossible to secure space out of Canadian ports, for space had been at a premium for some time before this outbreak occurred. By dint of hard work space has been secured for all cattle actually bought at the time of the closing of the ports, but a considerable number of cattle at that time unpurchased have been thrown on the local markets because they could not be exported and the markets were rather overburdened before, so that this influx has had the effect of further depressing prices. The change to very cold weather, however, has been beneficial in this respect in that it has closed the season up country sooner than would otherwise have been the case.

Hardware Markets.

Values are being well maintained in the local market and there is an upward tendency in a number of staple lines. The last month of the year finds business still generally improving and the outlook is bright for an active trade during the winter months.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6. 7 and 8, $3.50 ; No. 9, $3.10 ; No. 10, $3.60; No. 11, $3.70 ; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25 ; No. 15, $4.75 ; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.75; 5-6x5, 6 and 7, $4.40; ⅜x6, 7 and 8, $4.25; 7-16 x7 and 9, $4.15; ½ x 8, 9 10 and 12, $4.05; ⅝x10 and 12, $3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2½; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 per cent. copper; No. 7, 29c; 8 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c: 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

The Derry Oak

A neat low-priced Heater in four sizes.

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THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

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G. F. Stephens & Co., Limited

WINNIPEG AND CALGARY

The largest distributors of **BRUSHES** in Western Canada.

Jobbing Headquarters for

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English Solid Back Horse Brushes

English Solid Back Scrub Brushes

Fine Varnish Brushes

Ridgley Trimmers

Paper Hangers' Tools

Write for Brush Book and Discounts

P.S.—We also ship all orders for Brushes the same day as received.

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Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

COIL CHAIN—¼, \$7; 3-16, \$5.50; ⅜, \$4.90; 7-16, \$4.70; ½, \$4.40; ⅝, \$4.20; ¾, \$4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, \$3.15; No. 1, \$1.90; 2, \$1.60; octagon, extra, \$2.30; 1, \$1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; \$21 per dozen; 7¾ to 8¾, \$23 per dozen; Royal Oak, per dozen, \$6.25; Maple Leaf, \$8.25; Model, \$8.50; Black Prince, \$7.25; Black Diamond, \$9.25; Standard flint edge, \$8.50; Copper King, \$8.25; Columbian, \$9.50; handled axes: North Star, \$7.75; Black Prince, \$9.25; Standard flint edge, \$10.75; Copper King, \$10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel, 35; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., \$8.75; grass, \$1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

STOVE PIPES—6-inch, \$9.25; 7-inch, \$10.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ p.c. Other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

WRINGERS—Royal Canadian, \$36; B.B., \$40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼c; pure manila, 13¼c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, \$3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, \$3; galvanized, \$4.10; 26, \$3.35 and \$4.35. Pressed standing seamed roofing, 28, \$3.45 and \$4.45. Crimped roofing, 28, painted, \$3.20; galvanized, \$4.30; 26, \$3.55 and \$4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, \$1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, \$18; 10, \$22.50; 12 smokeless, chilled, English, \$24; Canadian, \$23; 10, smokeless, chilled, English, \$28; Canadian, \$27. Shot: Drop, per 100 lbs. \$6.25; chilled, \$6.60; buck, \$6.95; 28 ball, \$7.30. Powder, F.F., keg, Hamilton, \$4.75; F.F.G., Dupont's, \$5.

BAR IRON—Bar iron, \$2.30; Swedish iron, \$4.95; sleigh shoe steel, \$2.75; spring steel, \$3.25; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$9.50; Jessop, \$13.

PIG LEAD—\$5.50. Lead pipe, \$7.

SHEET ZINC—Casks, \$8; broken lots, \$8.50.

COPPER—Planished copper, 29½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., \$2.50; ⅜, \$2.85; ½, \$3.50; ¾, \$4.65; 1, \$6.60; 1¼, \$9.00; 1½, \$10.75; 2, \$14.40; 2½, \$24.40; 3, \$31.50; 3½, \$39.50; 4, \$45.00; 4½, \$52; 5, \$58; 6, \$75. Galvanized: ¼-in., \$3.50; ⅜, \$3.80; ½, \$4.25; ¾, \$5.75; 1, \$8.50; 1¼, \$11.50; 1½, \$13.90; 2, \$18.50; 2½, \$30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON — Apollo 16-gauge, \$4.15; 18 and 20, \$4.40; 22 and 24, \$4.65; 26, \$4.65; 28, \$4.50; 30-gauge or 10¾-oz., \$5.20; Queen's Head, 20, \$4.60; 24 and 26, \$4.90; 28, \$5.15.

TIN PLATES—I.C. charcoal 20x28, full box, \$9.50; ½ box, \$5; IX full box, \$11.50; ½ box, \$6; IXX, full box, \$13.50; ½ box, \$7.

TERNE PLATES—I.C. plates, \$9.

CANADA PLATES—Half polish, 6 and 7 inch, \$3.25; 8 inch, \$3.50; full polish, 6 and 7 inch, \$4; 8 inch, \$4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, \$1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, \$2.45; Eocene, gal., 24c; case, \$2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, \$2.60.

PAINTS AND OILS — White lead, pure, \$6.50 to \$7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, bbl. lots, 65c. Linseed oil, raw, 64c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Dec. 11.—Barb wire, \$4 per 100 lbs.; plain twist wire, \$4.25; brt. wire staples, \$4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., \$5.15 base; C horse nails, in 25-lb. boxes, No. 4, \$4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

WIRE NAILS—\$3.45 base.

SCREWS—Flat head, bright, 85 brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, \$11.55; fourth grade, \$7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—\$9 per dozen.

LANTERNS—No. 2, cold blast, \$7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

LANTERNS—No. 2 cold blast, \$8 doz.

WRINGERS—Royal Can., \$38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11½c per lb.; British manila, 12½c; pure manila, 15½c.

BUILDING PAPER—Plain, 62c per roll; tarred, 82c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

AMMUNITION — Primers, \$1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, \$19 per M.; 10, \$23.65; 12, smokeless, chilled, English, \$25; 10, \$29; 12, Canadian, \$24; 10, Canadian, \$28; shot, drop, \$7.50 per 100 lbs.; chilled, \$7.90; buck, \$8.30; 28 ball, \$8.70; powder, F.F., Hamilton, \$5.25 per keg.

WESTERN GOSSIP.

James Lambe, hardware dealer, Francis, Sask., is giving up business.

Glover Bros., hardware dealers, Windthorst, Sask., have sold to J. G. Hayes.

W. C. Springer, managing director of the Belleville Hardware Co., is in Winnipeg on a business trip.

J. H. Gordon, hardware dealer, Duck Lake, Sask., has sold his hardware stock to W. J. Pozer. Mr. Gordon will continue in the implement business.

J. P. Friesen, hardware dealer, Rosthern, Sask., has been succeeded by Western Merchants, Limited, who are opening branches at Laird and Waldheim.

J. H. Buchanan, formerly of Galt and Woodstock, who recently bought the hardware stock of G. K. Smith, Moose Jaw, intends enlarging the store and adding several new lines.

IN WEST 37 YEARS.

James Clinkskill, proprietor of one of Saskatoon's largest department stores, is one of the pioneer hardwaremen in Northern Saskatchewan. Mr. Clinkskill is a native of Glasgow, Scotland, and came to the West as early as 1882, engaging in business in Prince Albert. Later he moved to Battleford where he built up a large trade and was chosen a representative in the Legislative Assembly of the Northwest Territories.

Being of an enterprising spirit Mr. Clinskill located in Saskatoon seven years ago, and while still retaining the Battleford business built up another large business at the "Hub," and having foresight and confidence in the future of the West erected a two-storey cement warehouse. Here the various departments are laid out and conducted on an up-to-date system. Mr. Clinkskill is a man of large capacity and keen foresight, and one of the valuable citizens who helps by influence and attention to business to build up a town or city. In him every confidence was placed and he was elected first mayor of the City of Saskatoon, serving the city with good ability.

COMBINED PONCHO AND TENT.

F. H. Gotsche, San Francisco, has invented a tent which, when disassembled, may be converted into waterproof garments to be worn by the hunter, camper or soldier.

Sheet Metal Building Materials

Cornices, Skylights, Ventilators
Finials
Corrugated Iron, straight or curved
Metallic Shingles, Siding, Coiling and Lath
Fireproof Windows, Shutters and Doors
Pressed Zinc Ornaments

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The Metallic Roofing Co., Ltd.
Manufacturers
TORONTO WINNIPEG

ROSS BROS.
LIMITED

WHOLESALE HARDWARE

Skates

Every dealer should see that his stock is complete. There is nothing more acceptable as a Christmas present. We ship promptly. Send your orders to us.

EDMONTON, ALBERTA

A Bright Outlook

The outlook for a big varnish business during the coming year is exceptionally bright. Dealers who handle Sherwin-Williams Varnishes will have the best opportunity for a profitable business. Master Painters use Sherwin-Williams Varnishes more and more all the time, because they know the results will be satisfactory. There is a large established demand for

SHERWIN-WILLIAMS VARNISHES

from property owners and householders, which is growing larger every year. No other concern in the varnish business is in position to be of such great assistance to the dealer in securing a market in his locality for varnish products through the architects, building contractors, master painters and decorators, home builders, householders and housewives. We have effective methods of advertising to reach all classes of people who are in any way interested in the use of varnishes.

Be sure to include plenty of Sherwin-Williams Varnishes when estimating your stock order.

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482

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

GLASS OF EVERY DESCRIPTION

And for every purpose—large and well equipped ART GLASS PLANT.

GLAZIER'S SUPPLIES—Diamond Point Drivers, Points, etc.

THE
Winnipeg Paint & Glass Co., Ltd.
CALGARY - WINNIPEG

When writing advertisers kindly mention having seen the advertisement in this paper.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Public Buildings.

Lethbridge will have a large new opera house.

Dryden, Ont., is erecting a new Public School.

Montreal will erect a new morgue to cost $15,000.

A new school will be erected in Clandeboyne, Ont.

Lindsay is talking of erecting a new Collegiate Institute.

Plans for the new Lutheran church to be erected in Brantford have been completed.

A by-law to raise $20,000 for a nurses' home will be submitted to the ratepayers of Hamilton in January.

The congregation of Christ Church, Deer Park, Toronto, will erect an edifice of stone and brick to cost $35,000.

The contract for the Emerson, Man., post office has been awarded, and work is to be proceeded with early next spring.

Chicago and St. Louis capitalists will erect a handsome hotel in Kingston, providing they receive a bonus of $100,000 and a free site.

A by-law to raise $8,000 for the enlargement of Lakefield public school has been approved of by the Ontario Railway and Municipal Board.

A consumptive hospital will be erected in Brantford next year. A free site has been secured near the House of Refuge and the Provincial Government will make a grant of $4,000.

General Building Notes.

The Empire hotel, Saskatoon, will build a large addition.

Alsip & Patterson will erect a brick department block in Winnipeg.

The building permits in St. Thomas are fully 70 per cent. ahead of last year.

The aggregate value of building operations in Barrie for the year approximate $130,000. This is only $20,000 below the figures for 1907, when church buildings, church improvements and the Y.M.C.A. were alone responsible for $46,000.

Recent building permits in Toronto include: J. Gibson, pair dwellings, $4,500; J. H. McNight, dwelling, $5,000; E. G. Long, pair dwellings, $7,800; Mrs. A. Macdougal, dwelling, $5,000; T. N. Miller, store and dwelling, $6,500; F. J. Male, dwelling, $3,500; J. T. Colley, two dwellings, $5,000; M. A. White, dwelling, $6,000; Rev. G. Jackson, dwelling, $7,000; W. G. Learmont, store, $4,000; Will J. White, pair dwellings, $9,000. F. W. Christie, two-storey dwelling, $4,000; Board of Education, addition to Howard Park Avenue school, $13,988; Miss H. Sheppard, apartment house, $9,000; P. L. Slayer, store, $5,000; E. Taylor, dwelling, $4,000.

Industrial Activity.

The rail mill at the Soo has re-opened after being closed a few days.

The Ontario Corrugated Metal Culvert Co., whose headquarters are in Winnipeg, have opened a branch in Guelph.

The C.P.R. is completing negotiations for the erection in Fort William of the largest coal-handling plant in the world.

The Dominion Tack & Nail Co. have begun operations in Galt. J. C. Clapp and J. Etough, late of Montreal, are behind the industry.

A large storehouse of the Welland Vale Manufacturing Co., St. Catharines, makers of hoe, rake, spade and other handles, was destroyed by fire on Dec. 4. The loss is $50,000, covered by insurance.

Municipal Undertakings.

A by-law to raise $15,000 for street improvements will be submitted to the ratepayers of Almonte.

It has been decided to submit a by-law in January next in Hamilton to raise $65,000 for sewer extensions and $300,000 for good roads.

Peterborough ratepayers will vote on a by-law to expend $50,000 for the erection of a new bridge across the Otonabee River at Smith Street.

Pembroke Council may submit a by-law to the electors to either instal a new intake pipe at a cost of $50,000 or to have slow sand filtering at a cost of $90,000.

A by-law to raise $6,000 by debentures for the erection and equipment of public swimming baths in London will be submitted to the ratepayers on January 4.

A new water system is being installed by the G.T.P. in Prince Rupert, as the old mains were found to be too small. A reservoir of 50,000 gallons is being erected back of the town.

Owing to the scarcity of water, Fort William has asked the Ontario Government to give the Kaministiquia Power Co., which has a concession at Kakabeka Falls, permission to conserve the waters of several streams running into the Kaministiquia River.

At the London municipal elections in January the ratepayers will probably vote on a by-law to raise $441,000 to carry out a scheme of the Water Commissioners for the increase of the water supply. The plan includes the taking in of the Kilworth supply at a cost of $125,000. It is proposed to erect a pumping station in the north end of the city.

EMBARGO ON FARM TOOLS.

By an important customs ruling under tariff item 1206, Schedule C, the importation of forks, hoes and rakes made by the American Fork & Hoe Company, Cleveland, Ohio, or any of its subsidiary factories, are prohibited. The only exception made is coke forks. The ruling is made in accordance with the strict enforcement of the law against importing prison-made goods into Canada, the law being very broad and allowing the prohibition to be extended to all the branch factories of a firm or corporation employing prison labor in any of its departments.

The following factories, comprising the American Fork & Hoe Company, are included in the embargo; Withington & Cooley Mfg. Co., Jackson, Mich.; Iowa Farming Tool Co., Fort Madison, Iowa; Brown, Hinman & Huntington Co., Columbus, Ohio; Ashtabula Tool Co., Ashtabula, O.; Bachelor & Sons Company, Wallingford, Vt.; Bolles Works, Binghampton, N.Y.; Ely Fork & Hoe Company, St. Johnsbury, Vt. Otsego Fork Mills Company, Girard, Pa.; Sheble & Phemn, Frankfort, Philadelphia, Pa.; Utica Tool Company, Utica, N.Y.; Willoughby Works, Willoughby, O.; Geneva Tool Company, Geneva, O.; Harriman Hoe & Tool Company, Harriman, Tenn.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Ammunition Catalogue—F. Joyce & Co., England, has issued a handsomely gotten up publication containing much detailed information respecting the various brands and specialties manufactured by the firm. The many illustrations of cartridges, percussion cap boxes, air gun slugs, etc., are printed in colors, the metal ends of the cartridges being shown in gold. This, contrasted with the different colored bodies of the cartridges, makes very striking pictures. A glance at the catalogue shows the extensive range of cartridges, etc., manufactured by F. Joyce & Co., who have been makers of ammunition for nearly a hundred years. J. H. Roper, 82 St. Francois Xavier St., Montreal, is the sole Canadian agent.

Garden Tools.—The Potter Manufacturing Co., Geneva, Ohio, have issued a neat descriptive circular of garden and floral tools, including garden sets, garden trowels, weeding hooks, garden forks, etc. The motto of the firm is "Potter's Line is the Best."

Paroid Proofs.—F. W. Bird & Son, Hamilton, Ont., have issued an attractive booklet called "Paroid Proofs." It aims to demonstrate by many illustrations and references proofs of the superior quality of Paroid as a roofing. The durability, convenience and economy of Paroid are set forth. It is a ready roofing whose value has won strong endorsement everywhere.

Metallic Building Materials.—A small envelope enclosure for distribution by agents has been issued by the Metallic Roofing Co., Toronto. It contains eighteen pages of argument in the form of small advertisements covering the varied uses of their manufactures, and it can be used to good advantage by retailers with mailing lists.

Hockey Stick Souvenir.—E. B. Salyerds, Preston, Ont., has gotten out one of the neatest advertising novelties the trade has seen for some time, it being in the form of a miniature hockey stick about two feet in length, white enamelled and containing a thermometer, the whole being a decidedly attractive hanger for the front of a hardware store, serviceable to the public and a good advertisement to the dealer. Mention Hardware and Metal when sending for a sample.

MACHINERY STEEL

NORWAY IRON

Large Stock of All Sizes.

CLOSE PRICES

A. C. LESLIE & CO.,
LIMITED

MONTREAL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED

GUELPH, ONT.

IVER JOHNSON
SAFETY AUTOMATIC
REVOLVER

We point to the difference between the positively and absolutely safe Iver Johnson Safety Automatic Revolver and the imitation near-safeties. *They* have some device *added to* them to make them near-safe. The safety feature of the Iver Johnson *Safety* is the firing mechanism itself—not some spring or button device to pull or press. That is why you can, in perfect safety—*not* near-safety—kick it, cuff it, knock it, or

HAMMER THE HAMMER

Our advertising has made "Hammer the Hammer" a familiar phrase. Be sure of the Owl's Head on the grip and our name on the barrel. Our guarantee stands back of them.

These are not premium goods. They are sold straight. ADVERTISED in all the big magazines and sportsmens' periodicals, but never sold by mail where a dealer will supply the demand.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.
Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.
IVER JOHNSON SINGLE BARREL SHOTGUNS AND TRUSS BRIDGE BICYCLES

Hammer the Hammer.

THE "JAXON" LAMP BRACKET

Patented, July 26, 1898

The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflecter.

Reflector is movable, permitting light to be thrown in various directions. The safe lamp fount is held secure by the spring of the wire. Finished in bright lustre.

JAXON BRACKETS and bright tin reflectors, without founts, burners or chimneys, 65c. per dozen, retail.

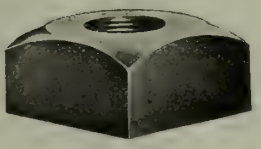
JAXON BRACKETS and reflectors, with founts, $1.20 per dozen.

This lamp takes a "B" burner and chimney.

Founts shipped six dozen in package. No charge for packages.

E. T. WRIGHT & CO. - HAMILTON

When writing to advertisers, kindly mention having seen the advertisement in this paper.



NUTS

We are headquarters for square and hexagon Nuts, all sizes, 3/16 inch to 3 inch tapped or blank.

We make them from the very best material, and for quality and workmanship they cannot be surpassed.

Say "M.R.M." brand when ordering and get the best.

The Montreal Rolling Mills Co.

SHERWIN-WILLIAMS CONVENTION

The annual convention of the representatives of the Sherwin-Williams Co. of Canada was held at Montreal, Nov. 18, 19 and 20. In addition to sales managers and representatives from all parts of the Dominion there were in attendance W. H. Cottingham, Vice-President and General Manager, and J. C. Beardslee, of Cleveland.

The convention was opened on Wednesday morning by C. C. Ballantyne, Managing Director of the Canadian business. He was followed by Mr. Cottingham, who expressed his pleasure in addressing the Canadian representatives and assured them of his interest in watching the growth of the Montreal factory since it passed from his direct control some 10 years ago. The three days of convention were spent in reviewing the past year's work and formulating plans for securing an increased share of the business that is sure to be forthcoming this year with renewed prosperity in Canada. A pleasant feature of the convention was the awarding of prizes to those representatives and factory foremen who had made high records during the year.

On Friday evening the annual banquet was held at the Canada Club and proved to be a most successful affair, the men and managers expressing unbounded enthusiasm regarding the outlook for the ensuing year. The best kind of a time socially was enjoyed by the guests, who were fully appreciative of the good things with which the table was provided, and the stirring and optimistic predictions made regarding Canada's commercial future and the part to be played therein by the Sherwin-Williams Co.

The persons shown in the photograph, reading from left to right, are as follows:—

First Row—R. B. Johnson, Advertising Manager; Geo. C. Fletcher, Purchasing Agent; W. J. Miller; R. Vincent; J. H. Gordon, Cashier; L. R. Greene, General Advertising Manager, Cleveland; J. N. Themens; J. D. Barker, Supt.; B. D. Ross; E. C. Budge, Sales Manager.

Middle Row—H. H. Eager; W. S. Fallis, Sales Manager, Winnipeg; J. A. Derouin; A. E. Cowley; J. W. Benson, Superintendent Toronto Warehouse; W. P. Downing; R. Archibald; J. F. Ryan; C. A. Thomas; G. E. Boomer; D. Crevier.

Bottom Row—A. J. McLaren; J. J. Harkness; J. J. Whalen; J. McMartin; W. H. Cottingham, President; C. C. Ballantyne, Managing Director; R. Johnson; R. C. Misson, Manager Manufactures, Sales; J. E. Auger.

Convention of Sherwin-Williams Paint Company's Office and Sales Staff at Montreal, Nov. 18, 19 and 20, 1908.

Hardware Letter Box

Any questions on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Miniature Tools.—Young Bros., Crediton, Ont., ask where they can secure a novelty in the form of a small nickelled monkey wrench suitable for use as a watch fob or locket.

Smith & Hemenway, New York, handle a line of these small trade emblems such as razors, hammers, trowels, saws, valves, meat axes, and monkey wrenches. The latter are quoted at $1.50 per dozen in nickeled finish.—Editor.

Rubber Tiling.—The Barton Netting Co., Windsor, ask for the names of manufacturers of rubber tiling for floors.

Gutta Percha Rubber & Mfg. Co., Toronto; Canadian Rubber Co., Montreal; and the Dunlop Tire Co., Toronto.—Editor.

Toboggans.—Tweeddale & Co., Fredericton, N.B., wish the name of a manufacturer of toboggans.

J. H. Gignac & Co., Quebec, Que.—Editor.

ONTARIO MINERAL PRODUCTION.

The returns for the past nine months from mining operations in Ontario, as compared with the corresponding period of last year, make interesting reading.

The figures show that the output of silver is nearly double to what was taken out last year, and far exceeds that of any other metal. For the nine months ending Sept. 30, 1908, the number of ounces of silver were 12,223,834, and the value $6,141,090. Last year for the same nine months the number of ounces was 6,936,453 and the value $4,320,991.

Following are some other comparative figures :

	1907 Tons	1908 Tons
Copper	5,111	5,892
Nickel	8,087	7,760
Iron ore	141,719	166,088
Pig iron	180,663	189,287

It will be seen by the foregoing table from the Bureau of Mines that the value of the output of the mines in the province is ahead this year in iron ore, pig iron and copper, the only falling off being in nickel.

News of the Paint Trade

HAVE THE BEST LOOKING STORE.

Why is it that in the large cities the retail paint stores in the downtown district do a large business? It is quite true that they should only do a small business as the buyers of paint should buy in their district and therefore patronize the neighborhood dealer. There are no residents in the downtown district, therefore the sales from those stores should be practically nil, nevertheless, they are enormous. The fault lies totally with the neighborhood dealer, says the Paint, Oil and Drug Review. He is unknown; his store is so inconspicuous that it is passed by by the residents of his neighborhood, who do not even give it fleeting attention, and are, therefore, not aware that there is a good reliable paint store in the district. The time may come when they want to buy paint. They believe there ought to be a paint store in the district, but care not they to walk the streets to find it. And just for the reason that it has not been called to their attention, they question its reliability, even should there be one in the district. They have been attracted by two or three stores downtown, so they defer the buying until their next trip to that part of town.

In the country towns there is not this situation, but, nevertheless, the country merchants are far more aggressive than the city ones. In the small towns it is a case of competition with all the stores in close proximity to one another. Each has installed a reputable brand and they spend most of their efforts claiming the brand that they carry is the best. The one who offers the most convincing arguments in favor of his paint, believes he has the upper hand, and, therefore, a great part of each one's effort and expense is spent toward this end. This part of the game, however, is insignificant compared to some of the other features for drawing trade. The looks of the store are first of all the greatest puller. The slickest looking store attracts the most attention and where the attention goes, there goes the confidence and also the patronage. Of course the goods have to be there or there will be no repeaters, but a fine looking store can sell any poor brand once. Therefore, the competition among the small town dealers is not one of quality of goods but of their own effort—appearances. Go into any town and you will find that the best looking store gets the most trade, unless, of course, it is carrying a poor article.

Therefore, your effort should be to have the best looking store for when you have you will find your sales will increase and you will quickly be the leading dealer. You don't have to have the largest place to be the best looking. But you must be the neatest, the cleanest, have the most artistic windows, and do the most attractive advertising. And it only takes a broom, window washer, a little time, and more of careful thought than any of the former. Sit down and think out window displays, seasonable ones, also mechanical ones—those with the grotesque objects. Sit down and think up circulars and commanding newspaper copy. Watch your rival, watch his windows, read his ads, arrive at certain points which you believe would be an improvement on his. Then when you have those advanced ideas, don't hide them in your breast, believing it a satisfaction that you know more than him, but carry them out.

If you want to stock the VARNISH that will bring customers back to your store for more VARNISH, and tell their friends where to get good VARNISH, that VARNISH is undoubtedly

Elastilite Varnish

For Outside or Inside Use

In Tins only, ½ Pint to 1 Gallon

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

PAINT DEALERS' ASSOCIATION.

A movement is on foot in the States to organize an association of retail paint dealers on a national scale. The following is the statement of its objects and purposes

1. To elevate and dignify the trade as retail dealers in paints and allied lines by such organization as will ensure proper representation with, and recognition from all the other branches of the American paint industry and among retail dealers in other lines, practically all of whom have been thus organized for years.

2. To associate such dealers together for the frank exchange of opinion and information (preferably by return postal card expressions mailed the secretary) on all subjects of mutual interest—general or local trade abuses, the betterment of conditions for which some manufacturers are responsible, the elimination of some abuses by uninformed dealers and painters, the abolition of the unscrupulous salesman, the discouragement of mail-order house abuses and of all legislation affecting paint and allied lines, except that prohibiting false or misleading descriptions and requiring full weights and measures, in accordance with the resolutions unanimously adopted at Cleveland, Ohio, April 28, 1908, at the joint conference representing all the various paint, lead, oil, varnish and allied organizations.

BUYING AT HOME.

It requires a campaign of education to show people the reasonableness of buying at home. If the local dealer can sell the same goods or as good as are offered for the same price it is "up to" the dealer to prove it. There are many advantages the local dealer possesses such as having the actual goods for inspection and being able to return the money if dissatisfied. Keep a good stock, and collect all the catalogues of mail order houses you can get containing lines with which you are in competition. Make up your own catalogue, not necessarily having it printed, and offer to sell customers anything they want. By carrying a catalogue as well as a stock you can immensely increase your business without appreciably increasing your expenses. The catalogue could take the form of a regular monthly or quarterly store paper.

Paint and Oil Markets

TORONTO.

December 11.—A good steady trade is being done in paints and oils. There were no changes in price during the week and the situation as to turpentine and linseed oil remains firm. Dealers are sorting up in certain lines and some interior decorative work is going on which causes a fair demand for stains, varnishes, etc.

TURPENTINE—The market is firm and there are no indications of any immediate fluctuations. Down south the feeling is decidedly firm. The prices still range, single barrel, 57c to 59c; two-barrel lots, 56c to 58c. The demand is fair.

LINSEED—The situation may be described as firm and much anxiety is displayed as to how the flaxseed crop of the Argentine Republic will turn out. The figures remain the same as last week, 57½c for raw, 60½c for boiled.

WHITE LEAD—The market is only fair and there is not much moving. Some houses are taking lead orders for spring delivery at the old prices, although new price lists will be out in a few weeks. We continue to give: Genuine, $6.25; decorators', $6; No. 1, $5.65 to $5.75. Genuine red lead stays at $4.50 in cask lots.

STAINS AND VARNISHES — Some little finishing-up work has been done preparatory to the holiday season which has created a fairly good demand for this period. There is no change in price and nothing likely to eventuate until after the holiday. In paints it is the sorting-up time, although several spring orders are being placed, and the feeling is one of confidence. Prices remain the same.

GLASS AND PUTTY—There has been more glass used of the smaller sizes in fixing up storm windows, outside doors, etc., than for some time, as real winter reigns at last. The season in window glass has on the whole been a satisfactory one and the prospects are good. All dealers look for a big season's turnover in the spring. Putty is firm, but is likely to advance at the first of the year. We continue to quote: Pure bulk, in casks is $1.80 to $1.90; ordinary, $1.60 to $1.70; pure in 100-lb. drums, $2.15 to $2.25; ordinary, $1,90 to $2; bladders in barrels, pure, $2.10 to $2.20; ordinary, $1.85 to $1.90.

PETROLEUM—A good steady trade is being done. Prime white oil, 13½c; water white, 15½c; Pratt's astral, 17½c per gallon.

MONTREAL.

December 11.—Trade continues to be steady in character, all lines showing fair movement. A falling off in shipments may be experienced shortly, with the arrival of the dull season, but as stocks in dealers' hands are so light a steady sorting trade should be done. With jobbers stocking up, manufacturers are busy.

The markets are firm and unchanged. The advance in turpentine and linseed oil last week seems to have stimulated orders. Varnish and putty are also showing up well.

TURPENTINE—There is no change to denote in quotations. The increased price of last week has stimulated trade, and conditions are therefore very firm. Supplies, although not over-plentiful, are sufficient to meet the demand. We continue to quote turpentine at 56c for single barrels.

LINSEED OIL—This line is also firm and unchanged. Steady trade is being done, and with stocks on the light side there is a good feeling to the market. We continue to quote: Raw, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c; boiled, 1 to 4 barrels, 58c; 5 to 9 barrels, 57c.

GROUND WHITE LEAD—Although the demand for ground white lead is not heavy, a steady volume of trade is going through. Prices continue unchanged under the firm conditions obtaining. We quote: Strictly pure, $5.50 to $6; according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—There is little to note this week. The market continues quiet but firm. We quote: Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50; and smaller quantities, $5.50.

COLORS—Fair orders are reported in most lines. Golden ochres, and venetian reds are perhaps showing best movement, but there is a healthy tone all the way round.

VARNISH—Varnishes are moving very well. There is a steady demand for hard oil finish, and furniture varnish. Shellac is in improved demand.

WHITE ZINC—The market is unchanged from last week, the turnover averaging about the same volume. We continue to quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—Putty continues to be a good mover, and the market is firm and unchanged. We quote. Standard putty, 800-lb. casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

ADVERTISING PERSISTENTLY.

The important fact in the management of a store is that it is open for business regularly on all business days. This fact makes it important that the pulling power, the influence of the advertising should be as steady as the service of clerks. There is no day on which the advertising can be suspended without doing injury to the store—just as sure and positive injury as would be done by suspending any other function of the store for a day or two now and then.

For advertising has come to be a "function" of every live store—a part of the "service" it renders to the public. Advertising information is calculated to save the time and money of the store patrons—and there is no good time to suspend such a function as this.

Not a Minute Too Early

to give serious thought to taking up the "ENGLISH" LIQUID PAINT Agency, for next Spring.

The dealer in your town who has a stock of these well-known, well-advertised and well-liked Paints, will get the trade.

Our Advertising Department, our Co-operative Business Methods, our Best Prices and a complete line of

"English" Liquid Paints

are at your service.

Let us talk business with you.

Address,

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

A LINE THAT WILL BRING YOU PERMANENT BUSINESS

MURESCO

THE WORLD'S BEST WALL FINISH

These Letters speak volumes—read them :

Winnipeg, Man., Sept. 26th, '08.
Messrs. Benjamin Moore & Co.,
Toronto Junction.
Dear Sirs :
Replying to your letter of the 9th, we have much pleasure in stating that we have used your Muresco for upwards of two years and find it satisfactory in every respect. One coat on new plaster is more satisfactory than two coats of any other kalsomine we have used, and our experience extends over a period of twenty years. We have just finished all interior decorations of New St. Boniface Cathedral, and have discarded all other kalsomine in favor of Muresco.
Yours very truly,
WILSON & LABELLE,
195 Water St.

Almonte, Nov. 11th, '06.
Messrs. Benjamin Moore & Co. Ltd.,
Toronto Jct., Ont.
Gentlemen :
I take the liberty of recommending your wall preparation called "Muresco." It is the finest preparation I ever applied to a wall. It spreads easily, free from laps and dries out clearly. I have put it to the utmost test with the finest satisfaction. It has done for me what all others have failed to do, and I thank you for recommending "Muresco" to me.
Yours truly,
E. W. FLUNDER,
Painter and Decorator.

Muresco is, beyond all question, the finest article on the market for decorating large buildings as well as small. It takes 30 more water than any other preparation, and covers more wall surface, pound for pound, than kalsomine or any similar article. It will not rub off, crack or peel. One coat is sufficient, in most cases, to give entirely satisfactory results. Its cost is much less than good wall paper, while it is a much more satisfactory wall covering than any paper.

BETTER WRITE US TO-DAY FOR COLOR CARDS AND PRICES.

BENJAMIN MOORE & CO., LIMITED

Manufacturers of Paints, Colors and Varnishes

West Toronto, Canada **New York, Chicago, Cleveland, U.S.A.**

Get busy after New Business

Go after the man who is building and the man whose house looks like it needed paint. But be careful which **kind** of paint you recommend to him. He's going to paint **again** some day, and he has many friends who may need paint.

If he buys paint from you that peels, cracks and wears off in a year or so, he won't come back to **you** for paint again. And his friends and neighbors are going to **hear** all about that poor paint. **Play safe—take no chances**—sell him

MARTIN-SENOUR PAINT
100 Percent Pure

A paint that you can recommend as strongly as you like and we stand back of you Martin-Senour Paint is pure—that is why we can stand back of it why you can stand back of it—why buyer comes back for more of it. Ask for Government investigation and see where it stands in their test of paints.

You want more good profitable paint business, and we want a few hustling dealers. Let's get together. We don't know who or where you are. If we did we'd send you some welcome news right now. Won't you **tell** us on a postal—who you are and **where** you **live?**

The MARTIN-SENOUR CO., Ltd.,
Pioneers of Pure Paint
Montreal **Chicago**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

Novelties for the Hardwareman

HYDRAULIC CLOTHES WASHER.

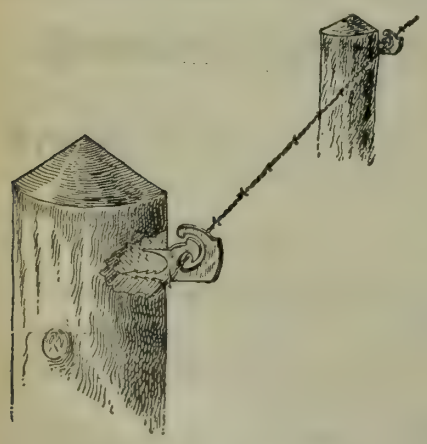
Washing clothes is never a very pleasant pastime, but much of the drudgery is taken away if the "Perfect" hydraulic family clothes washer is used. It will wash the most delicate fabric with absolutely no wear, as well as the heaviest pair of blankets. Simple of construction, easily handled, made of durable, non-rusting steel, it weighs about 3 pounds, and is only 20 inches high and 6 inches at its largest diameter. This little washer does its work entirely by

Hydraulic Clothes Washer.

forcing the suds water through the clothes by atmospheric pressure, and draws the suds up again through the clothes by hydraulic suction. It should be at once apparent that this method of washing is superior to all other machines as it prevents injury to the clothes. The "Perfect" is made by the Sanitary Carpet Cleaner Co., Stair building, Toronto.

SIMPLE WIRE FASTENER.

Pictured herewith is a simple device for fastening fence wire, or the like, to posts. The advantages of this fastener are that it may be placed in position on

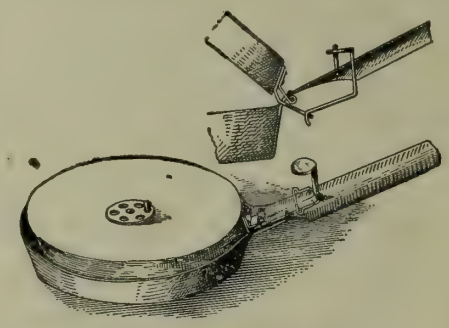


Simple Wire Fastener.

the post before the wire is attached thereto, and that its construction is such as to prevent the wire from being accidentally disengaged from the fastening. The fastener is stamped out of sheet metal and is formed with two spurs, one of which is barbed to prevent it from leaving the post after it has been driven in. The projecting part of the fastener is formed with a spiral opening, into which the wire is introduced. A pair of co-acting shoulders at the entrance of the spiral opening prevent the accidental disengagement of the wire.

COVER FOR FRYING PANS.

An inventor in Chicago has devised a frying pan with a cover which may be raised, whenever it is desired to examine the contents of the pan, without danger of burning one's fingers. The cover is formed with an extension, which passes through the handle of the pan. A thumb piece is attached to this extension, and passes vertically through to the upper side of the handle. The

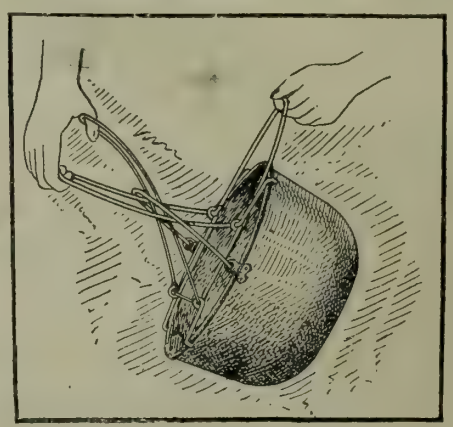


Cover for Frying Pans.

cover may then be opened by depressing the thumb piece. Hinged to the handle is a catch, which may be swung over the thumb piece to hold the latter in its depressed position when it is desired to keep the cover of the pan open.

KETTLE TILTER.

A simple device is illustrated herewith, which may be used to tilt a kettle in which vegetables or other food is being cooked, so that it may be drained without scalding the hands. The device consists of a pair of wire arms, which may be fitted to grip the edges of the kettle. These arms are provided with a pair of handles, which are cross-



Kettle Tilter.

ed under the bail of the kettle. A third handle may be seized in one hand, while the other two handles are grasped in the other hand. The kettle will thus be firmly gripped, and it may be tilted to any desired degree with perfect safety.

THE C. P. CO.

THE CANADA PAINT COMPANY'S COLORS and VARNISHES are made absolutely by themselves. This insures uniformity.

THE CANADA PAINT COMPANY'S VARNISHES are made for all who are looking for a good article properly manufactured at a fair price.

THE CANADA PAINT COMPANY'S COLORS and VARNISHES are tested and reported on by their practical staff before shipment.

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THE CANADA PAINT COMPANY will cheerfully mail color cards to show the scope and variety of their manufactures.

THE CANADA PAINT COMPANY wishes to state that microbes, germs and dry-rot have "no habitation or abiding-place" where their paints, colors, stains or varnishes are used.

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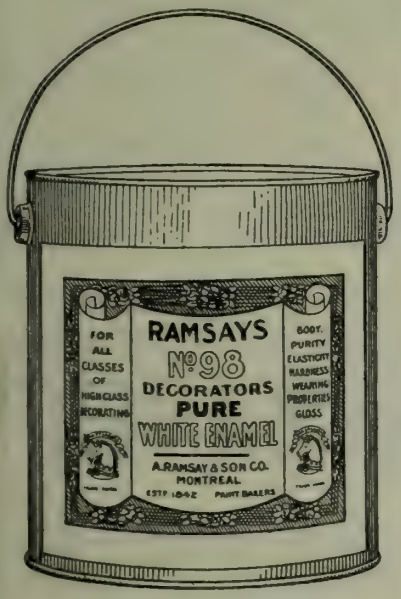
The buyers of the CANADA PAINT COMPANY'S PAINT and VARNISH may feel assured that quality will be maintained to the high standard which has always characterized the manufactures of the CANADA PAINT COMPANY.

HIGH GRADE ENAMEL

Some day your painter tells you he wants a high-grade White Enamel. He doesn't want the ordinary White for everyday work. He has a customer who insists on the best and it's up to the painter to get it for him, or let somebody else do it. When a painter comes at you with such a demand, don't hesitate —here is the solution:



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New Era Paint

is a line it would pay you well to handle. It is not a high-priced paint, but it **is** a high quality paint. Only the very purest of ingredients go into it; and no paint on earth is better mixed or ground. Its moderate price and genuine high quality will bring you the bulk of the business.

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RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
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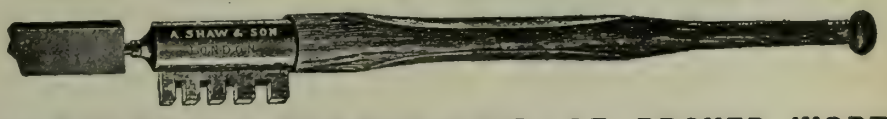

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Having a Century's Reputation for Reliability.
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GODFREY S. PELTON, - 201 Coristine Building, Montreal

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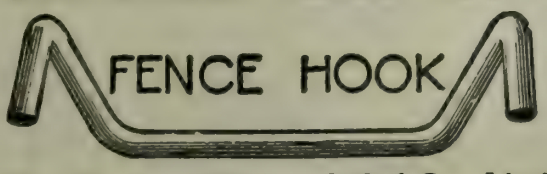
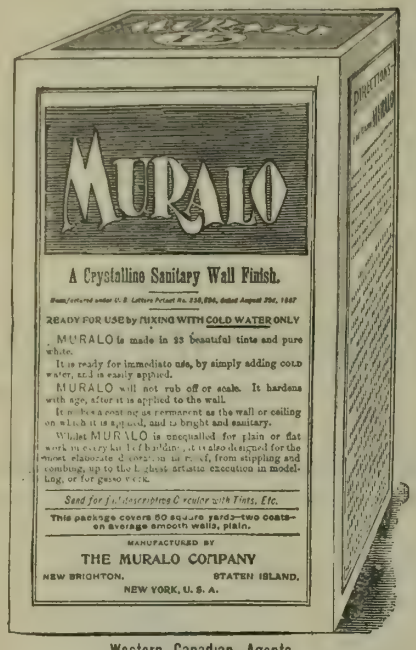


WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

MURALO



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Western Canadian Agents
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SOLE MANUFACTURERS

THE MURALO CO.

NEW YORK

The Largest Manufacturers of Water Paints in the World.

Canadian Agents:
A. RAMSAY & SON CO.
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CANADIAN SILVER WHITE ENAMEL

For Interior Decoration

is superior to any other White Enamel made in Canada and no imported Enamel of equal quality can be offered at as low a price.

Your customers, whether **Professional Decorators, Manufacturers or Householders,** will find it just what they want for decorating large surfaces or small articles.

It works freely under the brush, dries with a brilliant gloss and it will **never turn yellow.**

To prepare the surface for the Enamel, use ISLAND CITY White Primer. Ideal for the purpose owing to its exceeding whiteness, its great "body" or covering capacity and its surpassing fineness.

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'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
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PHENIX HANGERS AND FASTENERS
solve the problem
How to Hang and Fasten Window Screens and Storm Windows.
Easily hung or removed from inside. Clean windows, ideal ventilation. No flies, solid comfort. Retail at 10c., 15c., 20c. and 30c. per set with screws. For catalogue and trade discounts address
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Stove Brick **Stove Castings**
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11 St. Sacrament Street, Montreal
Established 1880
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT?

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Write to-day, we need you and you need us.

MARTIN'S
Low-Down-High

Store Ladders for busy merchants.
Store Ladders for conveying merchandise to the shelving.
Store Ladders for placing goods on the shelves.
Store Ladders for taking goods from the shelves.
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Prices may be obtained from my Patent Attorney,

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of all floor finishes is

"GUTTA PERCHA" FLOOR FINISH

There is not another floor finish on the market which so effectively combines quick and hard drying qualities without sacrificing elasticity or durability. "Gutta Percha" dries hard over night under favorable conditions with the toughness of gutta percha. One coat is quite sufficient on old and new natural wood floors properly filled, and on painted floors. "Gutta Percha" Floor Finish does not scratch or mar white.

Sealed Cans Only **Prices on Request**

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Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,
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"Brantford" "Roofing"

is made in three different styles

Asphalt, Crystal and Rubber

Samples and catalogue of this most complete line free on request.

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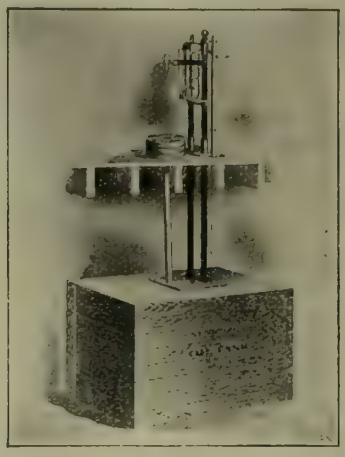

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The Bowser Self-Measuring Oil Tank prevents the loss or waste of a single drop of oil—and oil is money.

The Bowser enables you to wait on customers in one-tenth the usual time—and time is money.

The Bowser eliminates almost all the labor usually required to care for the oil—and labor is money.

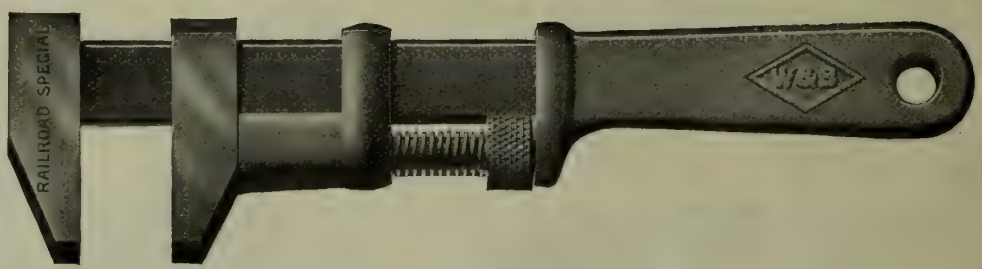
When you realize that you are now actually losing the money which the Bowser would save for you, can you afford to be without one?

Write us for catalog 5444. It is free.

S. F. Bowser & Co., Limited

66-68 Fraser Avenue - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.



The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application.**

THE WHITMAN & BARNES MFG. CO.

W&B
TRADE MARK

Canadian Factory and Sales Office:

St. Catharines

Ontario

W & B CO
TRADE MARK

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

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THE FERD. DIECKMANN CO.

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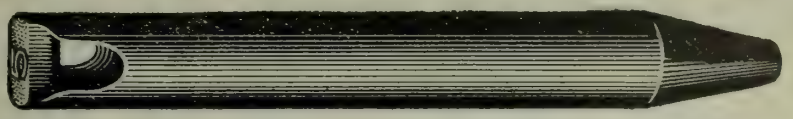

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The Buchanan Foundry Company, - Lebanon, Pa.

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ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

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Buy the Best.

Star Brand Cotton Rope
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For Sale by all Wholesale Dealers.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

MENSURATION

FOR

Sheet Metal Workers

By Wm. Neubecker

This new exhaustive book gives in detail examples in computing the circumferences, areas and capacities for various shapes arising ordinarily in shops, including the areas of heating and ventilating pipes making them equal to those of pipes of other profiles. All the rules and tables are fully explained and easily understood.

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To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
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United Paving Bricks
Best in the World.

Enamelled Bricks
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Drain Pipes
Plaster, etc.

Francis Hyde & Co.

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Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

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When it comes to buying GALVANIZED SHEETS it's what are its convincing GOOD QUALITIES ?

Gilbertson's Comet Brand

immediately comes to the mind because for many years this firm have been leaders in Wales. Let me tell you further about these sheets. It means money to you too.

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal
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DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont

SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

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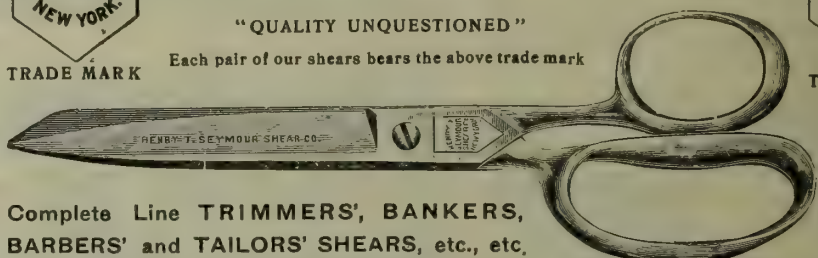

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Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

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WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Shear making "up-to-date" is found in

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TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
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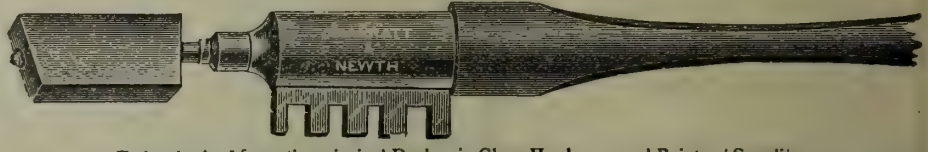
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

Three Wheeled Farmer's Wagon and Stock Scale

Capacity 2,000 lbs. Platform 24" x 36"

- The only scale that will weigh on an uneven floor.
- The wheels are larger, and therefore scale is easier drawn than any other scale.
- The wheels are encased to prevent rubbing on anything projecting over platform.
- The handle is self-locking, and will not fall down when not in use.
- Material and workmanship equal to any of the most expensive scales on the market.

Manufactured only by

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONT.

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

An Unbreakable Fence

The "DILLON" HINGE STAY FIELD FENCE

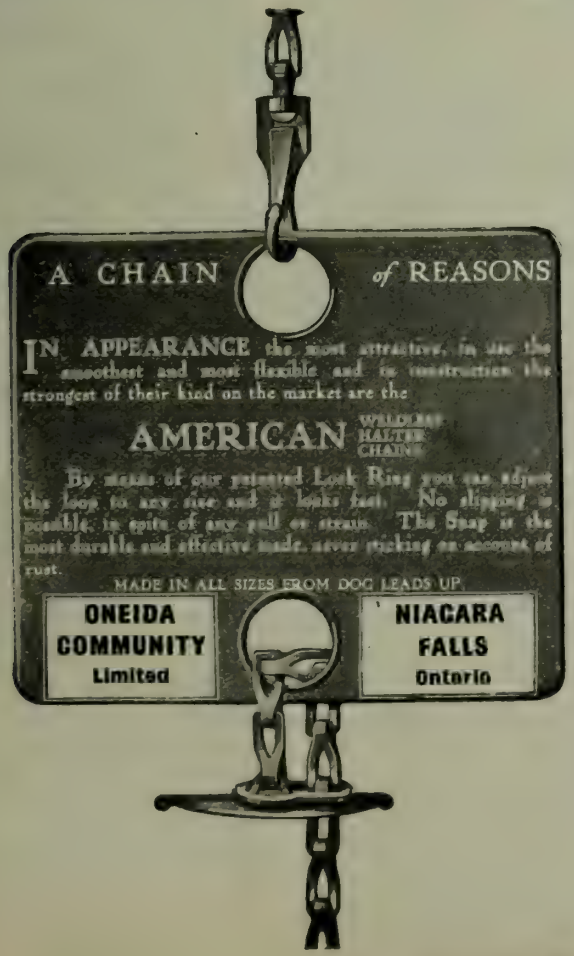
is the only wire fence on the market embodying the hinge-stay principle. In the Dillon, the upright stay wires are hinged to the laterals. Thus, when any weight strikes the fence the wires do not bend or break as with ordinary wire fences, but merely "give" at the hinges. When the weight is removed the Dillon springs back to position absolutely uninjured. It's worth while handling a fence like the "Dillon."

SEND FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver



Twenty-Five Dollars in Prizes to Hardware Merchants and Clerks.

With Christmas rapidly approaching merchants and clerks have their brains at work preparing plans and working out ideas for selling holiday goods. To encourage a spirit of friendly rivalry the editor of Hardware and Metal again offers a number of prizes for competition amongst hardware merchants and clerks in Canada as follows:

For the best selling window display shown in a city over 10,000 population, $5 in cash.

For the second and third best displays—two copies "Hardware Window Dressing," retailing at $5.

For the best display in a town or village under 10,000 population $5 in cash.

For the second and third best displays—two copies of "Hardware Window Dressing," retailing at $5.

For the most effective newspaper advertisement, $5 in cash.

Conditions.—Displays and advertisements must be of Christmas goods sold through hardware stores, such as cutlery, silverware, sporting goods, lamps, stoves, carpet-sweepers, household goods and special holiday lines. The editor, with the help of capable judges, will decide the winners. Additional prizes will be given if entries of special merit are received, while in the absence of competition in any one section, the prizes will be transferred to another where the entries are more numerous. Photos, etc., should be mailed by Jan. 1, 1909.

Address "The Editor,"

HARDWARE AND METAL
10 Front Street East, Toronto

There's Money in the Roof

Not much in one roof, perhaps, but just think of the number of roofs in your locality! Maybe lots of them will soon have to be repaired. Why not get in touch with our immense stock of roofing material! Our prices are right and our deliveries are always prompt. Ask us about "Genasco" Ready Roofing.

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

December 19, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb...	0 09½
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 60
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Rod and Sheet, 14 to 30 gauge	0 22
Sheets, 12 to 14 in.	0 24
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base..	0 22
" seamless base	0 22

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot...........	15 50	15 00
Cut lengths, round, bars, ½ to 2 in...		23 00
Plain sheets, 14 oz..................		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base................		30 00
Braziers' (in sheets). 4x8 base...		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 55
12 "	2 50	2 60
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 50
24 "	2 45	2 50
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60

Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60................	4 70	4 60
20x28x80	8 90	8 70
....	9 40	9 20

GALVANIZED SHEETS.

B.W. guage	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20 ..	3 70	3 50	3 65	....
22-24 ..	3 95	3 75	3 75	4 05
26........	4 20	4 00	4 15	4 30
28........	4 45	4 25	4 35	4 55

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 70
26 " "	3 95
28 " " (equal to 26 English)	4 40
10¾ oz. .... " 28 "	4 70

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2 ..	....	18 75
Middlesboro, No. 3 pig iron..	19 50	21 00
Summerlee, No. 2 " ..	20 50	21 50
Carron No. 1	22 50	....
Carron, special......	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron........	32 00	32 50
Angles................	2 60	2 65
Common bar, per 100 lb......	1 90	1 95
Forged iron	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 20
Mild steel...........	1 90	....
Sleigh shoe steel............	1 90	2 15
Iron finish machinery steel (domestic)	2 00	2 15
Iron finish steel (foreign)....	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 25
Sheet cast steel......	0 15	0 15
Toe calk steel...............	2 40	2 75
Mining cast steel....	0 07½	0 08
High speed	0 60	0 65
Capital tool steel	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel....	0 08	0 08½
Corona tool steel	0 06½	....
Silver tool steel..............	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 00 33 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)		Per box.
I C, 14 x 20 base	....	$6 00
IX, 14 x 20 "	....	6 50
IXX, 14 x 20 base	....	7 50

Raven and Vulture Grades—

I C, 14 x 20 base	....	5 00
I X "	....	6 00
I X X "	....	7 00
I X X X "	....	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base..........	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base..........	....	4 25
I X, 14 x 20 "	....	5 00
I XX, 14 x 20 "	....	5 25

Bright Cokes.

Bessemer Steel—

I.C., 14 x 20 base	....	4 00
20x28, double box	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I.C., 20x28, 112 sheets	....	7 50
IX., Terne Tin	...	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs.
" 14x60, "
" 14x65. " } 6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb......	3 80	3 85
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll ..	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks....................	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch..............	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12½
Light copper bottoms	0 10½	0 11
Heavy red brass....	0 10½	0 11½
" yellow brass	0 08½	0 09
Light brass................	0 0½	0 06¾
Tea lead	0 02½	0 02½
Heavy lead................	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	12 50	13 50
Stove plate................	11 00	10 50
Malleable and steel	9 00	8 00
Old rubbers....	0 08	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 70 per cent.
High grade compression work, 65 p c.
Cushion work, 55 per cent.
Fuller work, 75 and 10 p.c.; No. 0, 80 p.c., and 1 and 2 basin cocks, 75 and 10 p.c.
Flatway stop and stop and waste cocks 70 p.c.; roundway, 50 and 10 p.c.
J. M T. Glo e, Angle and Check Valves, 55; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " ...... "	1 50
No 7 Fuller's...... .... "	2 00
No. 4½, " .... "	1 85
Patent Compression Cushion, basin cock, hot and cold, each..........	$1.25
Patent Compression Cushion, bath cock, No. 2208, each................	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.50

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4¾c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Size	Galvanized
¼ inch........	2 03	¼ inch........	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 56	¾ "	4 71
1 "	5 11	1 "	6 76
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 95
4 "	33 48	4 "	44 28

Malleable Fittings — Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 55 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb......	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½	per lb.	0 33	0 35
2-lb. or over	"	0 30	0 32

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping......................	0 18½	0 18

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)........	0 01
Sugar of lead......................	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	....	0 08
Chrome yellow "	....	0 16
Golden ochre "	....	0 10
French " "	....	0 08
Chrome green "	....	0 09
French permanent green "	....	0 13
Signwriters' black "	....	0 15
Marine black, 25 lb. irons..........		0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

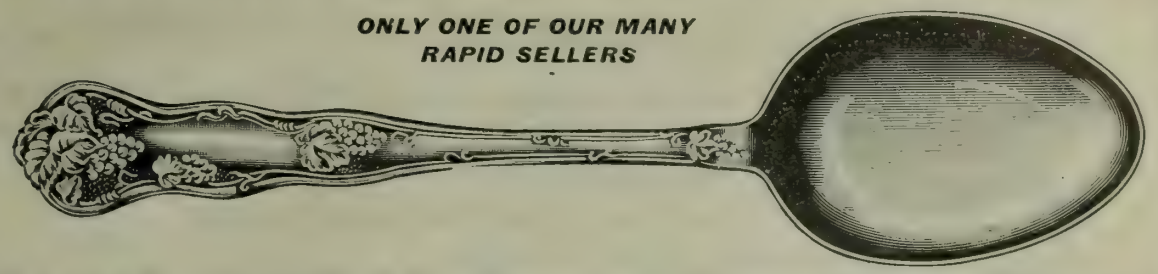
Barrels..........................	0 24½
25-lb. drums........................	0 25½

PIGMENTS.

Orange mineral, casks........	0 09
" " 100-lb. kegs	0 09½

HANDSOME GRAPE PATTERN ELECTRO SILVER PLATE

ONLY ONE OF OUR MANY RAPID SELLERS



The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont. DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins	0 70 0 90
" " 5 gal. tins	0 65 0 85
Sherwin-Williams paints	1 60
Canada Paint Co.'s pure	1 40
Standard P. & V. Co.'s "New Era."	1 30
Benj. Moore Co.'s "Ark" B'd	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 45
Ramsay's paints, Pure, per gal.	1 30
" Thistle, "	1 10
Martin-Senour 100 p.c. pure,	1 60
Senour's Floor Paints	1 35
Jamieson's "Crown and Anchor"	1 40
Jamieson's floor enamel	1 75
Island City pure paints	1 40
Sanderson Pearcy's, pure	1 25
Robertson's pure paints	1 25

PUTTY.

	Pure.	Ordinary.
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 55 0 58
Linseed Oil, " raw	0 55 0 57½
" " boiled	0 58 0 60½

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 15	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pure lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P., lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50 4 50
Genuine, 100 lb. kegs, "	5 00 5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal. cans.
Carriage, No. 1	3 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps Brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish, 1 gal. can, each	2 00
Granitine floor varnish, per gal	2 50
Maple Leaf coach enamels; size 1,	1 20
Sherwin-Williams' kopal varnish, gal.,	2 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline, per gal.	2 50
Flaxtine floor finish, per gal	3 00
Elastica exterior finish, 1 gal. can	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2.25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.

Gongs, Sargeant's door bells	5 50 8 00
American, house bells, per lb.	0 35 0 40

Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred, per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 50 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Cans and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 85 2 00
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
" wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	1 75
Coil, 9 to 11 in. "	0 95 1 65
English "	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in. "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.
Chicago Spring Butts and Blanks, 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50 1 10
Clothes line, No. 61 "	0 00 0 70
Harness "	0 60 12 00
Hat and coat per gro.	1 10 10 00
Chandelier per doz.	0 50 1 00
Wrought hooks and staples—	
¼ x 5 per gross	2 65
5-16 x 5 "	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50 2 50
Bronze, Berlin per doz.	2 75 3 25
Bronze, Genuine	6 00 9 00
Shutter, porcelain, F. & L. screw per gross	1 30 2 00
White door knobs per doz.	2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

S. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 20 2 40
Solid "	1 50 1 75

SASH CORD.

Per lb	0 25 0 26

BLIND AND BED STAPLES.

All sizes, per lb	0 07½ 0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	8 00 9 00
Double bit, "	10 00 11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 2 00
Handled Axes	7 00 9 00
Red Ridge, boys', handled	5 75
" hunters	5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German per doz.	7 00 9 00
American "	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair	0 13
S. & D., " 5 "	0 11½
S. & D., " 6 "	0 18
Boynton pattern "	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Winn's, Nos. 26 to 33 each	1 65 2 40

HANDLES.

Second-growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack per doz.	1 10 1 20
Canadian sledge per lb.	0 07 0 08½
Canadian ball pean, per lb.	0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz	4 40
" " 2, "	4 80
Barrel Underhill	5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25 1 50
Carpenters', hickory, "	1 25 3 75
Lignum Vitae "	3 85 5 00
Caulking, each	0 60 2 00

MATTOCKS.

Canadian per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00 9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 00
Ivory, No. 1282, 2 foot, each.... ...... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in, $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14 75 and 2½, doz.......... $23 00
Iron, No. 492, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English ass skin, No. 1921, 66 ft., doz. 2 85
Universal ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No 404, 66 ft, each.... 0 94
" steel, No. 264, 66 ft., each .. 3 15
Chesterman's, linen, No 1822, 66 ft. ea. 1 10
" steel, No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63¾ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith....................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1½ x 3-16 in(100 ft)	....	
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail................		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web................ " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews'.............. 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over............. 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11½
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's.................... .... 0 13½
Berg's, per lb.......... .... 0 12½
Brook's.................... .... 0 12½
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise.................. 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common ($1 list — Per cent.
" " ⅜ and smaller.. 60, 10 and 10
" " 7-16 and up 60
" " Norway Iron ($3 list) 60
Machine Bolts, ⅜ and less .... 60, 10 and 10
Machine Bolts, 7-16 and up.... 60
Plough Bolts .... 55, 5 and 10
Blank Bolts....... 60
Bolt Ends..................... 60
Sleigh Shoe Bolts, ⅜ and less .. 60 and 10
" " " 7-16 and larger 55 and 5
Coach Screws, conepoint...... 70 and 12½
Nuts, square, all sizes, 4½c. per lb. off
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 12½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2.75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No. 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut	Wire.
2d............................	3 80	3 25
3d............................	2 85	2 95
4 and 5d........	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5
"Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads. — per lb.

Best thick brown or grey felt wads, in ¼-lb. bags $0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............ 0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10gauge.................... 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M
11 and smaller gauge 0 60
9 and 10 gauges................. 0 70
7 and 8 " 0 90
5 and 6 " 1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—
11 and smaller gauge.......... 1 15
9 and 10 gauges 1 40
7 and 8 " 1 65
5 and 9 " 1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized thereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.: spring, 40c. upwards.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter"	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's..............	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

CLAUSS BRAND BARBERS' SHEARS

Fully Warranted.

Solid Steel and Steel Faced. Hand forged from Finest Steel. These Shears are especially tempered for the purpose they are intended.

FULL NICKEL PLATE FINISH.

Write for Trade Discounts

The Clauss Shear Co., - Toronto, Ont.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 5J and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 50 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

Toasters, 50 p.c

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head ......per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2.50; 3 in., $3 35; 4 in., $4.45; 5 in., $6 00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary ....per 100 ft. 3 00

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, 25 per cent
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism · lobes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch........ " " 7 50
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz. 1 32
7-inch.......................... " 1 47
Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c —in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. ..... 2 50 Galvanized.... 2 75

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb.............. .... 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

BROOMS.

Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case.... .... 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz	$ 3 00
0 Tubs, "	14 00
1 " "	12 00
2 "	10 00
3 " "	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star and spring	0 90	1 10
Folding ironing boards	16 25	18 00

REFRIGERATORS.

Sanderson-Harold, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style............per doz. 8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00
Stephenson	74 00

WOODEN PAILS.

Cane's wire hoop 2-hoop .... [illegible]
" " 3-hoop .... [illegible]

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz. ... 35 00
Royal American, 11 in. .. 35 00
Eze, 10 in., per doz 36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M 2 25
Small heel .... " 4 50

CARPET STRETCHERS.

American ....per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse ....per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 09½
Pure Manilla		0 12
"British" Manilla		0 10
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet........per doz.		0 65
" " 60 feet........ "		0 80
" " 72 feet........ "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08¼
500 " standard	0 08¼
550 " " manilla	0 09¾
600 " " "	0 11¼
650 " " "	0 13

Car lots, ¼c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	[illegible]	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	[illegible]
Arkansas	"	....	1 50
Water-of-Ayr	"	....	[illegible] 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		[illegible]	[illegible]
" under 40 lb., "		....	[illegible]
" 200 lb. and over		....	[illegible]

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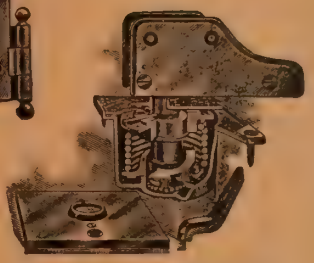

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THE GUTTA PERCHA & RUBBER MFG. CO. of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Calgary Vancouver

Belgian Window Glass "Comet" Brand

Billets

Colored and Fancy Glass

Frosted Glass

Chances' Figured Rolled

Muffled and Cathedral Glass

Rough Rolled and Ribbed Glass

Wire Glass

Belgian Polished Plate Glass

We are prepared to name you low prices and discounts on your requirements. Write us with your specifications.

B. & S. H. THOMPSON & CO., Ltd.

383 St. Paul Street,

MONTREAL

The Canadian Rubber Co. of Montreal

LIMITED

The Original Rubber Manufacturers of Canada

Rubber Goods for All Purposes

BEST BY TEST

RUBBER HOSE—For Air Brakes, Car Steam Heating, Air Signal, Hot and Cold Water Pump Suction, Pneumatic Tool, Corrugated Steam Tender Hose, Chemical, Fire Protection and every special purpose.

THE CANADIAN RUBBER CO OF MONTREAL LIMITED

Mark of Quality

HIGH PRESSURE PACKING AND RINGS—Star Red Sheet and Canadian Spiral have been leaders for over 20 years.

Pebbled and Corrugated Rubber Matting, Mats, Moulded Rubber Specialties, Bumpers, Rings, Valves, Plain and Corrugated Tubing, Air Brake Gaskets, etc., etc.

"Canadian" Interlocking Rubber Tiling is Standard

Head Offices and Factories (with 34 acres of floor space)
Papineau Avenue, Montreal, P.Q.

Branches and Warehouses at St. John, Halifax, Montreal, Toronto, Winnipeg, Vancouver and Victoria

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Paint, Heating and Tinsmithing Trades in Canada.

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XX. PUBLICATION OFFICE: TORONTO, DECEMBER 19, 1908 NO. 51.

BUTCHERS' KNIVES

JOHN WILSONS CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

Canadian Agents: DORKEN BROS. & CO. MONTREAL

"Fleur De Lis"

FLEUR DE LIS

WORKS WELL and WEARS WELL

Only surpassed by the extra coating of "QUEEN'S HEAD."

John Lysaght, Limited, Makers, Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd., Montreal, Managers Canadian Branch

LAWN MOWERS

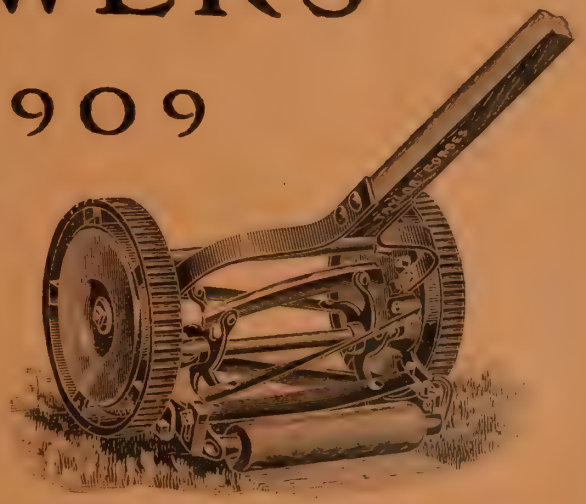
for the

SEASON 1909

Taylor-Forbes Lawn Mowers are well-known throughout Canada as thoroughly reliable machines. For the coming season we have introduced these new features.—A new style of finish, bearings made of a higher grade of carbonized steel, all wheels and checks are being made heavier than formerly. Our well-known leaders are:

EMPRESS (ball-bearing), STAR, WOODYATT, DAISY, MAYFLOWER, PHILADELPHIA and ONTARIO (for bowling greens).

Send for our new catalogue



TAYLOR-FORBES CO., LIMITED

Largest Manufacturers of Lawn Mowers in Canada

Head Office and Works - GUELPH, ONT.

TAYLOR-FORBES CO., Limited, 122 Craig St. West, MONTREAL

H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.

W. A. MACLENNAN, VANCOUVER, B.C.

J. B. H. RICKABY, VICTORIA, B.C.

HARRY F. MOULDEN, 290 Garry St., WINNIPEG, MAN.

Don't Wait for Something to Turn Up. Try a "WANT AD."

SEE OUR LISTS

The lines which we are offering suitable for Christmas presents, will give you the opportunity of a lifetime to secure really high-class articles at greatly reduced prices.

Our Travellers carry the lists of this class of goods and will be pleased to explain all to you.

RICE LEWIS & SON, Ltd.
TORONTO.

THE
White Mop Wringer

This Trade Mark
WHITE PERFECTION
IS THE STANDARD
Guarantees Satisfaction.

Does Perfect Wringing with Perfect Ease.

Remember—
The "White" wrings to satisfy the most critical house keeper, maid or janitor.

Catalog for the asking

MADE IN CANADA.

Order direct or of your jobber

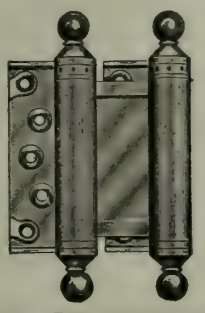
THE WHITE MOP WRINGER CO.
Fultonville, N.Y.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

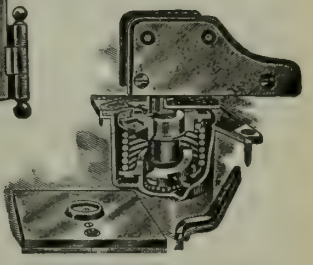
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUES ON REQUEST

ICE CREAM FREEZERS THAT SELL

THEY ARE
Well Advertised
In Demand
Easily Sold
Satisfactory in Use
Of Known Reputation

THEY EXCEL IN
Easy Running
Quick Freezing
Economy
Convenience
Practical Results

"LIGHTNING"

"GEM"

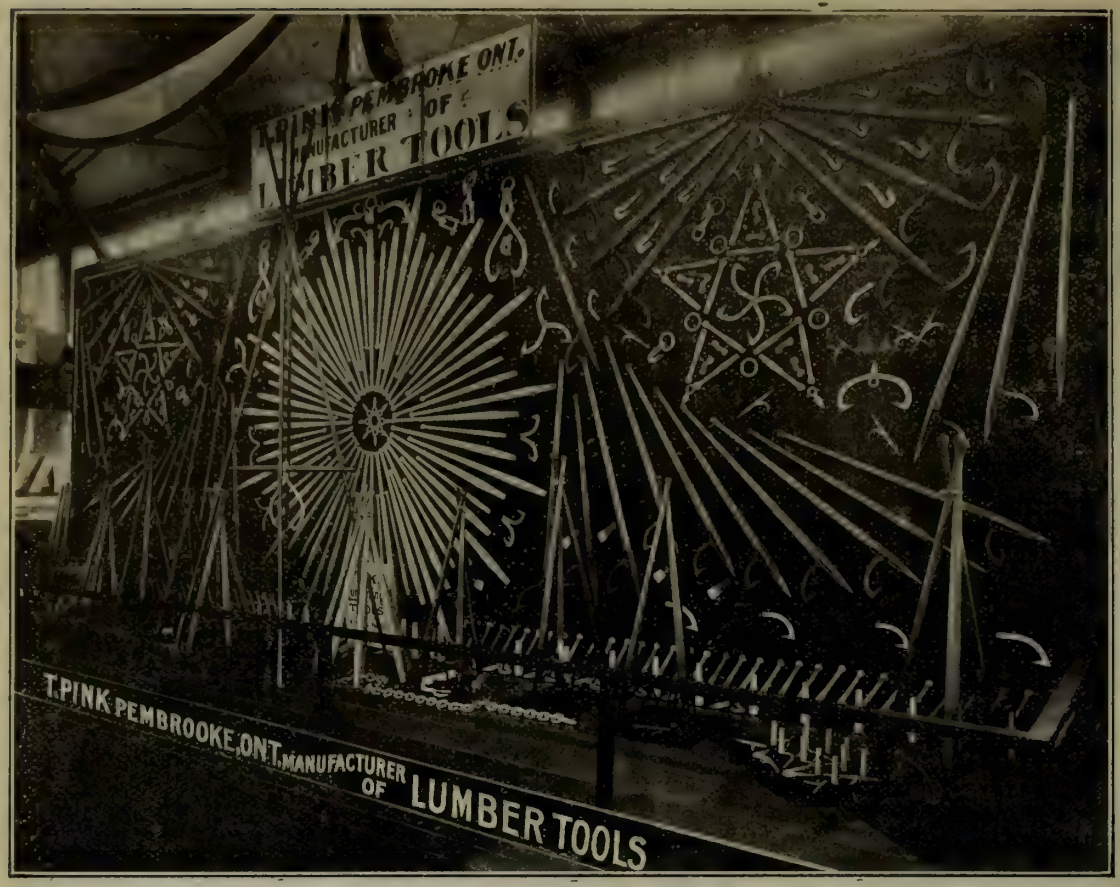
"BLIZZARD"

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable.

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Sheet Copper

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Lewis Bros., Limited

Shelf and Heavy Hardware

Offices and Warerooms, 20 to 42 Bleury St., Montreal

And at OTTAWA TORONTO CALGARY VANCOUVER

Montreal, December 19, 1908

To the Retail Hardware Trade of Canada:

Gentlemen,—Our Salesmen's Annual Convention will take place this year on the first four days in the week commencing December 28th, and all members of the Sales Department will be in attendance.

We have found that these meetings have resulted in the greatest amount of good, and we are planning big things for next year as we anticipate it will be one of the largest in the history of Canadian trade.

Our salesmen will be on their respective territories shortly after the 1st of January, and we know it will be in the interests of the retail trade to hold their orders until they call.

Wishing you all a Merry Christmas and a Prosperous New Year, We remain, Yours truly,

LEWIS BROS., Limited

SALES DEPARTMENT

J. A. Demers
C. L. Devitt
Chas. Doddridge
G. W. Dunn
G. N. Gray
A. R. Hart
A. D. LeBlanc
J. R. Anderson
J. A. Bureau
A. O. Campbell
H. B. Carbray
J. Craig
H. H. Clark
H. B. Dale

BLACK DIAMOND

SALES DEPARTMENT

L. J. LeClair
A. R. MacGregor
H. R. Picketts
Alf. Rochette
B. Saunders
H. H. Valliere
J. C. Watson
G. C. Young
E. N. Cote
G.C. Dufresne
C. T. Shallow
J. E. Painchaud
R. F. Warren

C. M. Strange, Sales Manager

THE HOBBS HARDWARE CO., Ltd.

Established 1876

London **Toronto**

Wishing our Friends and Customers a Very Merry Christmas

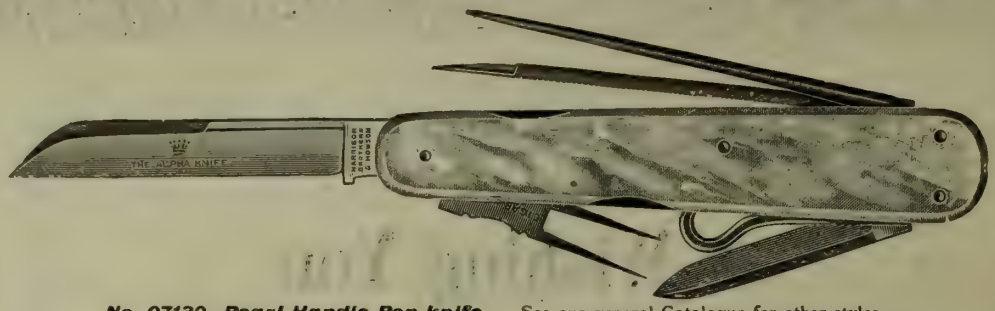
THE HOBBS HARDWARE CO., Ltd.

London **Toronto**

Wishing You
the
Compliments of the
Season
and a Prosperous
New Year
1909

H. S. Howland, Sons & Co.
Toronto

A Few Christmas Suggestions



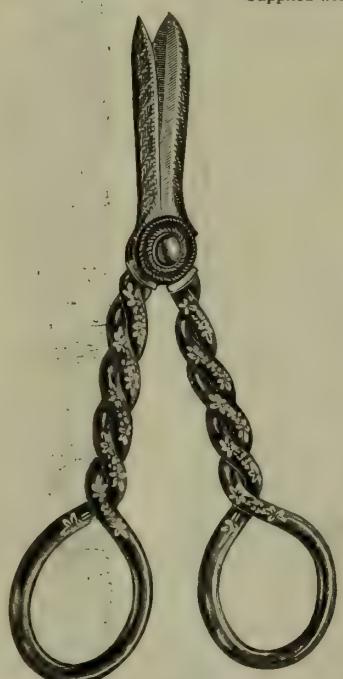
No. 07130—Pearl Handle Pen-knife. See our general Catalogue for other styles.

Pearl Handle Pickle Forks

Gillette Safety Razor Set—No. 120
Supplied with the "New Process" Blades

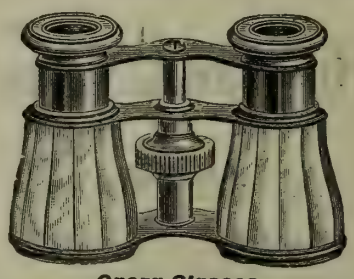
No. 3290—Manicure Set
Six Pieces, in Leather Case

Pearl Handle Cheese Scoops



No. 8838—Grape Scissors
Silver Plated, Twisted Handles

No. 3056—Manicure Set Four Pieces



Opera Glasses

No. 1543—Scissors
in Leather Case with Tongue and Strap

OUR LARGE STOCK OF THESE GOODS INSURES PROMPT SHIPMENT.
ASK OUR TRAVELLERS TO QUOTE, OR WRITE US DIRECT.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

F.&W. Montreal, - - - - - - Canada F.&W.

"UNIVERSAL"

Bread and Cake Makers and Coffee Percolators are good selling lines at Christmas time, and should be kept well in front. They do not require pushing; their worth has been demonstrated by nearly five years of success and is well-known.

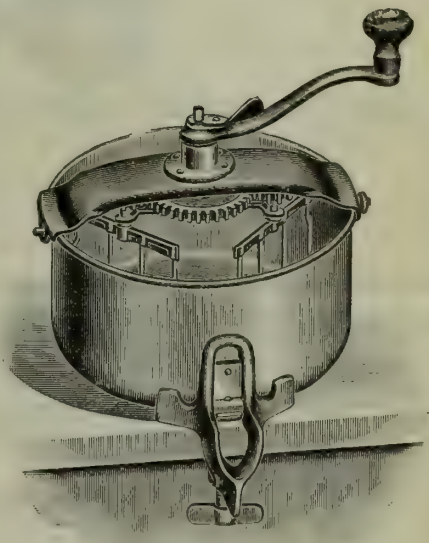
We have sold them since their introduction and the demand for them has been steady and increasing.

The number of "Universal" specialties is being added to constantly, and the new alcohol stove should be a good seller. It is a companion article to the Coffee Percolator but is useful for any work an alcohol stove will do.

Coffee Percolators in two styles, "Colonial" and "Empire." This one is "Colonial."

We have these goods in stock. If required in a hurry for your Christmas trade, telegraph us. We will ship at once.

The "Universal" Bread Maker in three sizes, 2, 4 and 8 loaves.



The "Universal" Cake Maker.

The "Universal" Alcohol Stove for wood alcohol.

Caverhill, Learmont & Co., Wholesale Distributors Montreal and Winnipeg

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

STANDARD CHAIN COMPANY of CANADA, LIMITED
SARNIA, ONTARIO

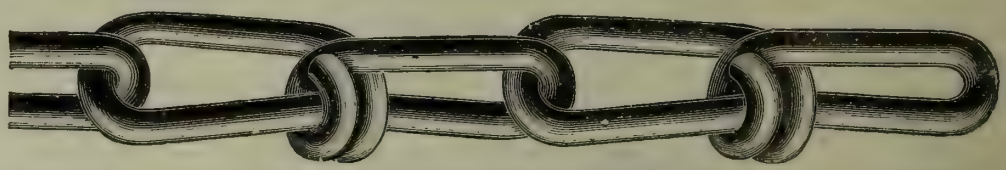
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices — Prompt shipment.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

GREENING'S STEEL WIRE CHAIN



If you are interested in Chains examine carefully the perfect mechanical construction of Greening's. It is the most perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively. Correspondence solicited.

We send cuts with table of breaking strain, samples, etc., upon request.

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. — MONTREAL, QUE.

HOW TO BUILD A GOOD FENCE

Everyone intending fence building should send for our folder on **Erecting Fences.** It's full of valuable information on fence building, tells how to erect woven wire fencing quickly and substantially, describes the manufacture of fence wire and has an article quoted from bulletin of U. S. Dept. of Agriculture on concrete post making, showing how these durable posts can be economically made at home. Don't fail to write for a copy. It's free.

THE BANWELL HOXIE WIRE FENCE CO., Ltd.
Dept. P. Hamilton, Ontario. Winnipeg, Manitoba.

THE FENCE WITH THE PEERLESS LOCK — WILL TURN ANY KIND OF STOCK

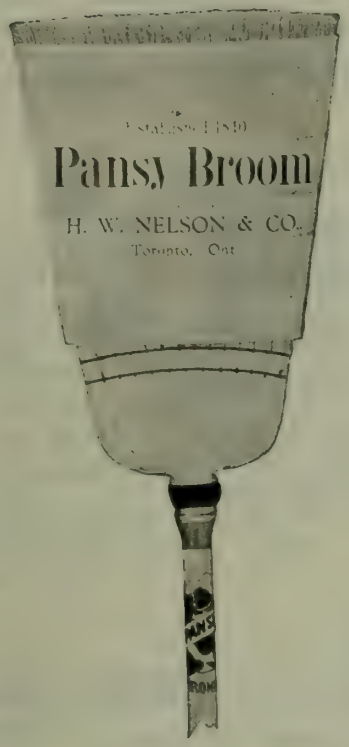
The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

ESTABLISHED A. D. 1840



A Well-Balanced Broom

Just the right size and weight to enable a housekeeeeper to do good work with the minimum of exertion—that is the

Pansy Broom

made of the best broom corn grown, in its bright, natural color, with a light but strong maple handle. Every Pansy comes in an attractive individual wrapper. We can give you excellent value in other brooms, but you'll find the Pansy the most profitable.

H. W. Nelson & Co., Ltd.
T O R O N T O

SEE THAT ALL **BUTT HINGES** YOU BUY

Bear the CRESCENT BRAND

Made in Bright Steel or Electro Plated

Our Finishes of Electro Plated in Planished or Polished

Antique Copper
Plain Bronze
Dull Brass
Bower-Barff
Antique Brass
Gun Metal
Bright Brass
Etc.

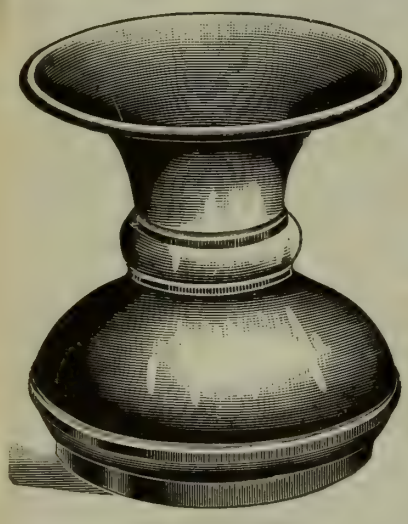
Our BRIGHT STEEL BUTTS are THE ONLY PERFECT BUTTS made in Canada.

SEND TO US IF YOUR DEALER WILL NOT SUPPLY YOU.

ALL STYLES ALL SIZES

CANADA STEEL GOODS CO.,
HAMILTON, ONTARIO LIMITED

Leave Your Money in the Country Wherein You Expect to Make Yours



This cut shows only one of our

Cuspidors

We have them in all up-to-date designs and finishes. Have you seen our new catalogue? Send for a copy. It shows the most complete line of CHAFING DISHES, ALCOHOL LAMPS, COAL SCUTTLES, Etc.

BUFFALO MFG. CO.
BUFFALO, N.Y.

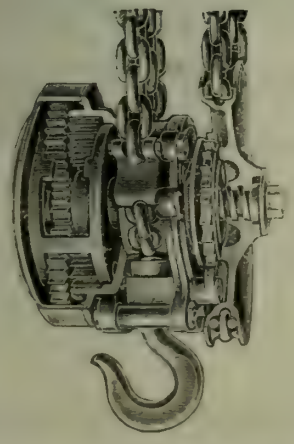
Canadian Representatives:
H. F. McIntosh & Co.
51 Yonge St., Toronto

THE C F Co LTD.

YALE & TOWNE

CHAIN HOISTS
SAVE TIME

The Triplex is the Block
For Ease and Quickness of Lifting



Section Showing
The Mechanism of a Triplex Block.

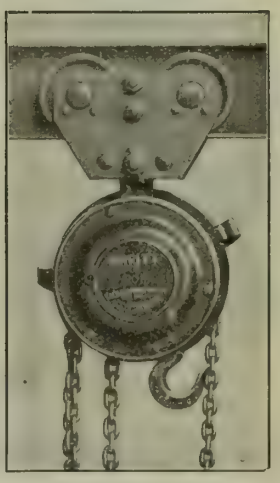
For over thirty years the Triplex Block has proved its capacity for hard work. It not only lifts the load quickly but holds it in any position automatically.

It will reduce your lifting expense 75% over hand lifting

It is unequalled for machine shop use. Many of the newest and best equipped works are installing Triplex Blocks to serve every machine.

The saving will quickly repay the cost of Hoist and installing. The past record of the Triplex proves our claim for low cost of maintenance.

The vital part of a hoist is the chain. Yale & Towne Chain has proven its superiority under the hardest use.



A Triplex Block and Trolley.

A Yale & Towne Triplex Block will reduce your lifting expense.

CANADIAN SALES AGENTS:

The Canadian Fairbanks Co., Limited
Montreal

Toronto Winnipeg Vancouver
St. John, N.B. Calgary

Twenty-Five Dollars in Prizes to Hardware Merchants and Clerks

With Christmas rapidly approaching merchants and clerks have their brains at work preparing plans and working out ideas for selling holiday goods. To encourage a spirit of friendly rivalry the editor of Hardware and Metal again offers a number of prizes for competition amongst hardware merchants and clerks in Canada as follows:

For the best selling window display shown in a city over 10,000 population, $5 in cash.

For the second and third best displays—two copies "Hardware Window Dressing," retailing at $5.

For the best display in a town or village under 10,000 population $5 in cash.

For the second and third best displays—two copies of "Hardware Window Dressing," retailing at $5.

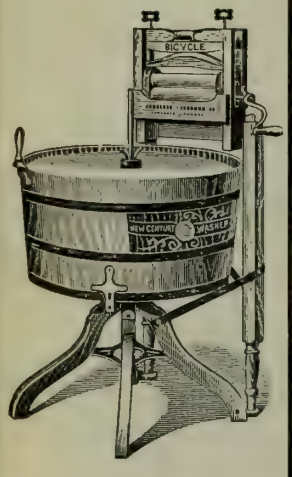
For the most effective newspaper advertisement, $5 in cash.

Conditions.—Displays and advertisements must be of Christmas goods sold through hardware stores, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods and special holiday lines. The editor, with the help of capable judges, will decide the winners. Additional prizes will be given if entries of special merit are received, while in the absence of competition in any one section, the prizes will be transferred to another where the entries are more numerous. Photos, etc., should be mailed by Jan. 1, 1909.

Address "The Editor,"

HARDWARE AND METAL

10 Front Street East, Toronto



SIMPLY PERFECT

Not Cheap but Good

there has never been a time since Washing Machines have been on the market, that the

"NEW CENTURY" and "IDEAL"

were not the most satisfactory washers to sell.

They are worth many times the money paid for cheaper machines.

PERFECTLY SIMPLE

The Dowswell Mfg. Co., Limited

HAMILTON, - ONTARIO

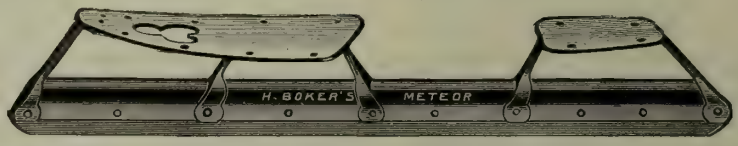
AGENTS:

W L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.

Harry F. Moulden, 290 Garry St., Winnipeg, Man.

Henry Boker's "Meteor"

LATEST AND BEST



EXPERT TUBULAR HOCKEY SKATE

The best and most scientifically constructed Hockey Skate made. Owing to the manner in which the tempered tool steel runner is set in the steel tube a thinner and lighter runner can be used than on any other skate, offering the least resistance and friction. The runner on this skate is made of the very best finely tempered tool steel and is but 1/8 inch thick. Double heel and triple sole supports.

VERY FAST, LIGHT AND STRONG

MADE IN BOTH NICKEL PLATE AND ALUMINUM FINISH.

B. TEST REG'D. **P.O. Box 366, Montreal, Can.**

Canada Screw Co., Limited, Hamilton, Canada

Annealed Hay Baling and Oiled and Annealed Wire

We have a large stock of Nice, Soft Wire; also

Wire Nails, Wood Screws, Tacks, Iron and Copper Rivets and Burrs, Bright Wire Goods, Machine Screws; Bright, Coppered and Tinned Wire, Stove, Sink, Sleigh Shoe and Tire Bolts.

DOMINION WIRE MANUFACTURING CO. LIMITED

MONTREAL

We Also Manufacture

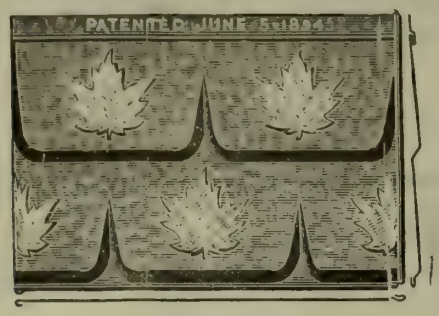
- Barb Wire
- Galvanized Wire
- Coiled Spring Fencing
- Brass and Copper Wire Staples
- Jack Chain
- Spring Cotter Pins
- Flat Cotter Pins
- Wire Barrel Hoops
- Galvanized Strand Wire
- Mattress Wire
- Broom Wire
- Hat and Coat Hooks

Wire Nails
Wood Screws
Bright Wire Goods

IRON AND STEEL WIRE

Ask for Dominion Goods

"Safe Lock" Galvanized Steel Shingles



There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market and is still the best. Get your prospects in line and then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal. **"We work with the trade."**

The Metal Shingle and Siding Company, Limited

HEAD OFFICE and WORKS: PRESTON, ONT. BRANCH OFFICE and WORKS: MONTREAL

GENERAL SALES AGENTS

St. John, N.B.	Quebec	Toronto
Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
Winnipeg	**Calgary**	**Vancouver**
Clare & Brockest	Ellis & Grogan	Wm. N. O'Neil & Co.

Easy to Adjust—Always Satisfactory

LePage's Oil Door Check and Spring

We also manufacture an unbeatable line of

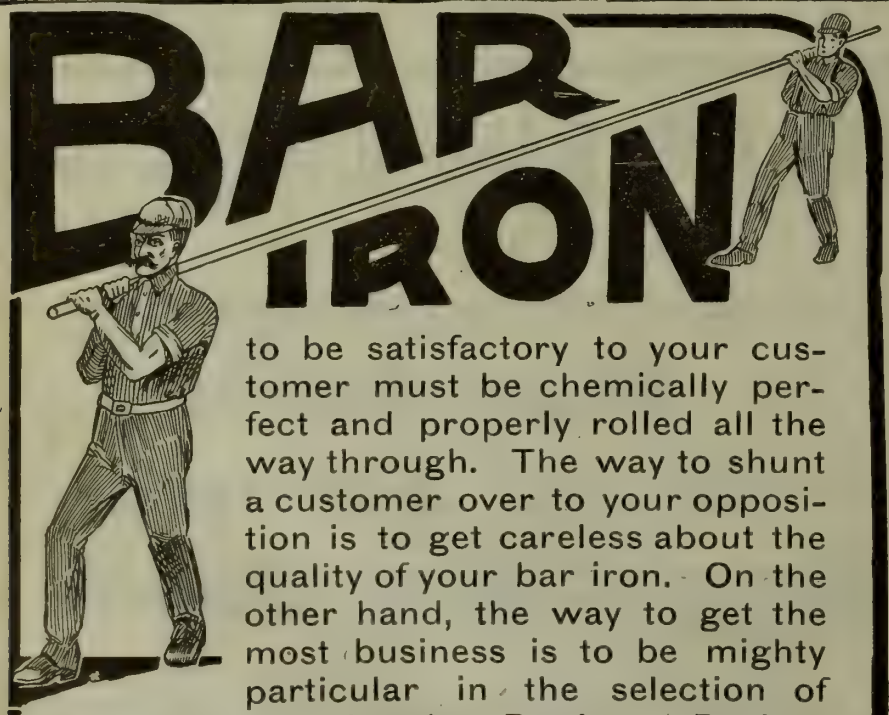
BOTTOM STOPS

It will pay you to write at once for our Price List

LePage Door Check Mfg. Co.

237 Lansdowne Ave., TORONTO
PHONE PARK 1086
WM. KEATING, Manager

BAR IRON



to be satisfactory to your customer must be chemically perfect and properly rolled all the way through. The way to shunt a customer over to your opposition is to get careless about the quality of your bar iron. On the other hand, the way to get the most business is to be mighty particular in the selection of your iron. Try London Bar Iron. Dealers tell us it is always uniform in high quality.

LONDON ROLLING MILL CO., LIMITED.
LONDON—CANADA

NICKEL

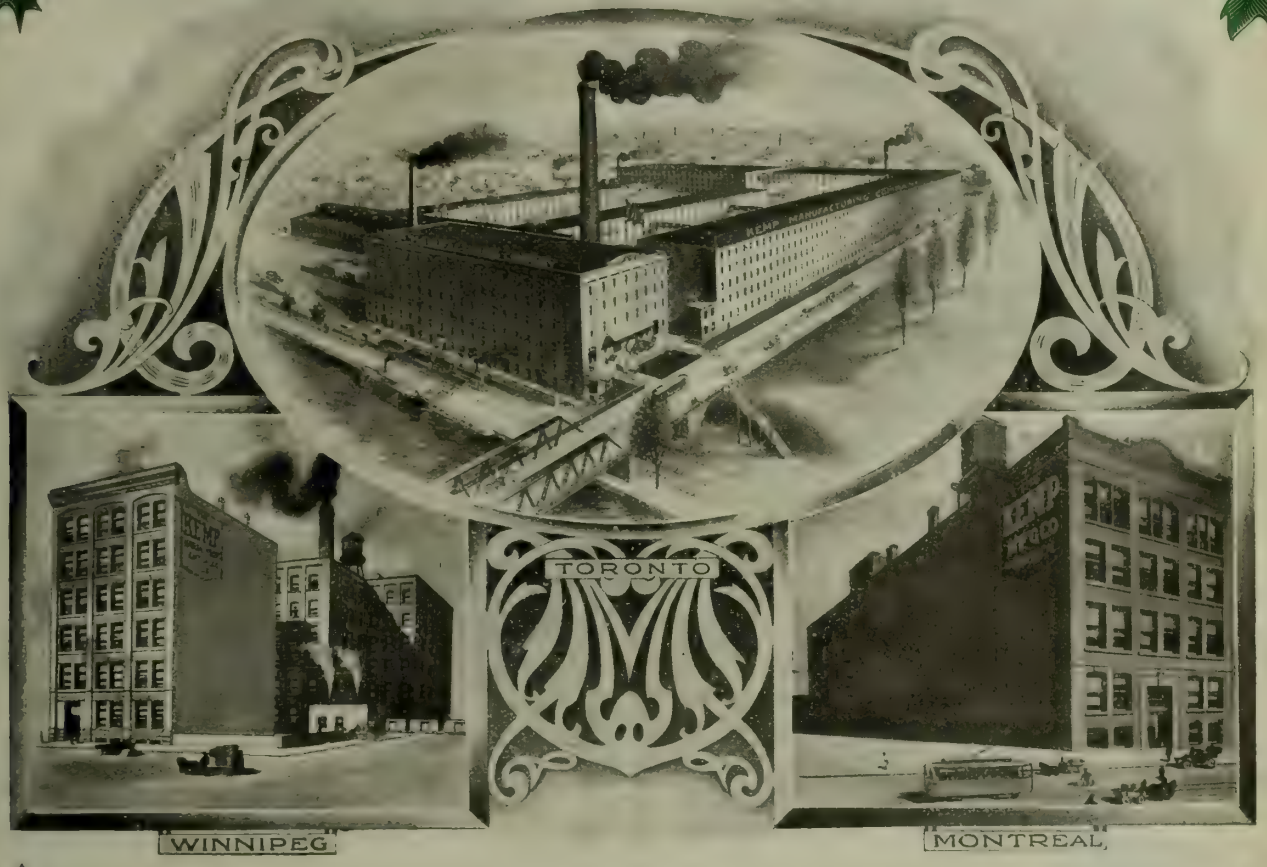
The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



Wishing our many friends from coast to coast

A Merry Christmas and a Happy and Prosperous New Year.

KEMP MANUFACTURINC CO.

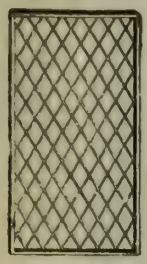
Corner Gerrard and River Streets

Toronto, Canada

The Kemp Mfg. and Metal Co., Ltd.
111 Lombard St., Winnipeg, Man.

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., Montreal, Que.

"If It's Made of Wire We Make It"



Let us quote you when in need of

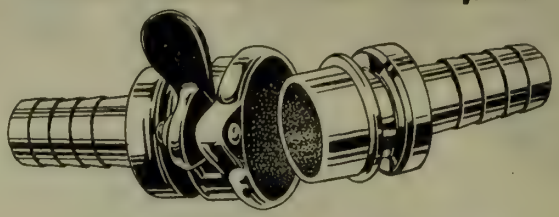
Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.

Time Saver Hose Coupler



SIMPLE—EFFICIENT—ECONOMICAL

No threads to wear smooth. Washer placed so it can't get lost. A pressure with the thumb on the lever makes an instantaneous and absolutely water-tight coupling.

PRICE LIST ON REQUEST

The Time Saving Coupler Co., Limited
166 Bay Street - - TORONTO, CANADA

GLUES, GELATINES, SIZE, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

Pleasing the Steamfitters

is an easy matter when you specialize on

"DIAMOND" Brand FITTINGS

No burred threads. No sandholes. Diamond Brand are perfect in material, threading and finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, - CANADA

JOSEPH RODGERS & SONS, Limited

SHEFFIELD, Eng.

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE:

Sole Agents for Canada:

James Hutton & Company
Montreal

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

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Head Office, - TORONTO, ONT.
District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

The Ideal Duster

IS A MECHANICALLY CORRECT MOP HEAD

Scientifically constructed to close automatically with a firm—almost positive—grip, designed especially for dusting purposes, which, with a yard or two of ordinary cheese cloth

Solves the Polished-Floor Proposition

Supplied through the jobbing trade generally, through whom orders are solicited. For prompt shipments on the moment order through

WALTER WOODS & CO. } Hamilton
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and Montreal and Toronto Jobbers.

TARBOX BROS., Manfrs.
TORONTO, ONT.

British Depot, 2 Hope Chambers, Liverpool
Manfrs. of the Tarbox Self-wringing Mop, Tarbox Pillow-Sham Holders, Etc.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

CLIPPERS.

Wiebusch & Hilger, Limited, special New York representatives, 106-110 Lafayette Street.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

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FOOD COOKER

Tank directly over fire heats quick with little fuel. Safe—can be placed anywhere a stove can. Very satisfactory. Used for many purposes. Prices low. write us.

The Steel Trough & Mach. Co. Ltd.
Tweed, - Ontario

COVERT MFG. CO., - TROY, N.Y.

No. 858—
Sizes, 1¼, 1½, 1¾, 2 in.

The best "Snap" for the Breast Strap.

"YANKEE" ROLLER SNAP

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention HARDWARE AND METAL.

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
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Toronto, Ontario.

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SPECIALTIES FOR DECEMBER.

are: Asbestos Stove Pipe Thimbles, Gas Heating and Cooking Stoves Combined, Four Styles Heating Drums, Air Tight Heating Stoves, "Nestable," Four Styles Ash Sifters, Three Styles Toasters and other good specialties, all Hardware Stores.

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CARBON COPIES

of your letters and orders can be made easily and inexpensively by using "PLIC" BOOKS.

Write for information and sample.

The CARTER-CRUME CO., Limited
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The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHIP SIGNAL LAMPS

Davey's Patent Windproof Ship Signal Lamps

Ship, Yacht and Boat Fittings of all kinds.

DAVEY & CO., 88 West India Dock Road, LONDON, E., ENG.

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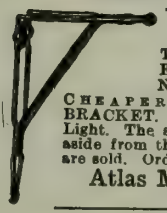

Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

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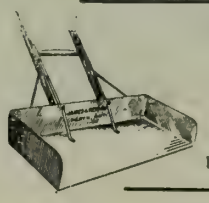

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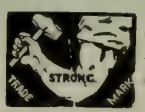
Will clean the ice off in half the time. Appreciated by rink managers everywhere.

JAMES & REID, Sole Mfrs.
Perth - - - Ont.

TOOLS.



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are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes 7 sizes each. Write for Catalog

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
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VENTILATOR

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
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WIRE WORK.

CRESCENT WIRE AND IRON WORKS.
Kingston, - Ontario

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS, Proprietors.

PARKER WIRE GOODS COMPANY
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GENERAL AND SPECIAL WIRE HARDWARE.
Write us for prices
New York Office, - 107 Chambers St

We Hold Trumps!

The Automobile Skate has Captured the Public Fancy

A friendly critic, commenting on our newspaper campaign, says: "The Automobile Skate was bound to come—and it has made good." We have indeed put the public in touch with a good thing, and they have responded in a way that has positively surprised us.

The Automobile Skate is ounces lighter than any other—and stronger.

Write to us for our new Catalogues and Book of Hockey Rules.

Canada Cycle & Motor Co., Limited, Toronto

A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1

No. 2

No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel.** Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
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Good Luck Tarred and Dry Fibre
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Cement, Coal Tar and Pitch

LONG LIFE METALS

Copper Hardened

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LONG LIFE METALS

Best Babbitt Value in the World.

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Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb. ***Write for Booklet***

Liberal Discount to Trade.

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There's Money in Steel!

The continued increase in the use of STRUCTURAL STEEL for buildings and building improvements means more business and bigger business for the live, hustling hardwareman. STRUCTURAL STEEL is a money making line for the retailer. Our great plant has an output of thousands of tons of STRUCTURAL STEEL, and this fact in itself enables us to quote the trade some very attractive, business-pulling figures. We are always ready to aid the retailer toward the securing of profitable contracts by supplying them with close quotations and helpful information.

THINK IT OVER—THEN WRITE US.

Hamilton Bridge Works Co., Limited, Hamilton
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Star Safety Razor

(The Pioneer)

is conceded by practical cutlers, and millions of users to be the **best Safety Shaving device in the world.** It is in a class by itself, being the **only Safety Razor** having an extremely keen **blade** that is made from double refined Sheffield steel that will **last for years** with practically no expense. It will pay dealers to stock **Star Safety Razors,** for with every sale they make a friend and customer. Why? Because they are giving value for money invested and selling an article that will positively give satisfactory results. (Over seven million have been sold in the past thirty years.)

Write for catalogue and export quotations.

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KAMPFE BROTHERS, Mfrs.
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H&R Guns and Revolvers

H&R ARMS CO. REG U.S. PAT OFF.

For over thirty-six years their superior shooting qualities accuracy and dependability have been universally recognized.

Sold the World Over

We want you to have our *new* catalog showing complete line and giving valuable selling points

Here is our three-piece gun, which we call Model 1908. Built on the same lines as our famous Model 1900 in 12, 16, 20 and 28 gauge. This new gun is taken down in the same manner as a double gun—by pulling off the snap fore end and unhooking the barrel from the frame.

Notice the Target Grip

Light, compact, durable. The first combination of a medium priced revolver with *a perfect full grip.* Prevents slipping and twisting—insures a secure hold, because it fits the hand naturally, insuring confidence, which means a steadier aim and greater accuracy in the shooting.

Harrington & Richardson Arms Co.

515 Park Avenue, Worcester, Mass.

The BURMAN No. 17 POWER CLIPPER

Fitted with the Burman Clipping Head.

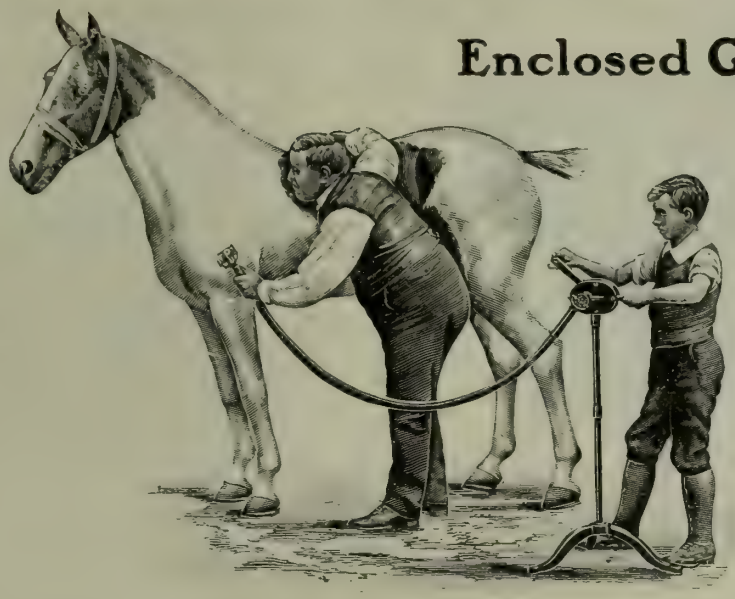
Cuts over three teeth.

Rapid work.

Takes the heaviest coat.

Anti-frictional Tension Device.

Easy Working.



THE BURMAN No. 17 AT WORK

Enclosed Gear Type

Increased speed, geared up faster than any machine of this type on the market.

All gears cut from the solid bar.

6-Foot Flexible Shaft

Can Be Obtained from Wholesale Hardware Houses throughout the Dominion

When You Sell Clipping Machines Sell the World's Best

They cost you less than cheaply constructed imitations and give a lot more satisfaction

This Stewart No. 1 Ball Bearing Clipping Machine

is made with cut steel gears (not cast) hardened file hard and running constantly in oil; the highest grade flexible shaft and the world famed Stewart one-nut tension clipping knife.

We guarantee that it must please the man who gets it better than any other machine made, or it can be returned to us for refund of all money paid out including transportation both ways

All Leading Jobbers in Canada Have It

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Ave., Chicago

Crown Perfection Range

"Smart's Crown"

A new addition to our line which we guarantee to be the equal of any Range (and superior to many) in construction and baking qualities.

The Crown Range

is a sure seller, just the kind of Range for which there is a good demand and just the one you want to handle. A Range that sells at a Reasonable Price and which can be heartily recommended.

The JAMES SMART MFG. CO., Limited

Winnipeg, Manitoba **Brockville, Ontario**

Why You Should Handle the "Galt Kind" in 1909

One good reason—it will pay you.
Discriminating people demand "Galt" Roofing, Ceiling, Siding, etc., and they expect you to have them when they want them.

The "Galt" dealer has a line of Sheet Metal Building Material which it pays to push—one that embraces all the newest and best made. He also has the protection and assistance which make the business pleasant and profitable.

We want one good, live dealer in every locality to represent us for 1909 and we want him to "get busy" right away. Many good territories still open. Are you interested?

The Galt Art Metal Co., Ltd.

GALT, ONTARIO

Western Agents—DUNN BROS., Winnipeg and Regina

Orders for 1/12 of a dozen or a car load are treated in the same way and greatly appreciated.

McDougall Pumps

Insure growth in your Pump business and "it is a good line, too, to handle," but be sure of your quality.

"Aremacdee" is a guarantee

The R. McDOUGALL CO.

Galt, Canada LIMITED

Do Repeat Orders Pay?

LEADING HARDWARES

Have found **IT SO**

For all general Machine Bearings. It has no equal. You will find it the Best Seller you ever carried.

And it will bring Repeat Orders.

THE CANADA METAL CO., LIMITED, TORONTO, ONT.

The Millionaires of Cobalt

Would you like to learn something about the Canadians, who have made great fortunes in the richest silver mining camp of the world, who they are, how they acquired their wealth and the various callings they pursued before

They Struck it Rich

If so, read the January number of THE BUSY MAN'S MAGAZINE. The tale is an intensely interesting one, founded upon fact, not fiction. It is told in a bright, racy style.

Many other timely contributions on topics of national and international importance, as well as the most entertaining and illuminative articles in the world's periodical press appear in the pages of the January issue.

January Busy Man's will be on sale at all newsstands on December 22nd. Better still, fill out and return the attached form, and January number will be sent by return mail.

The Busy Man's Magazine, _____ *1908*
10 Front Street East, Toronto

Kindly forward the Busy Man's Magazine regularly, commencing with January number, for one year. Enclosed is Two Dollars to pay for same.

Name _____

Address _____

Get in Line for

XMAS TRADE!

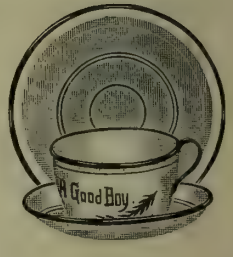
McCLARY'S FAMOUS ENAMELWARE.

Have you placed your order for

"Famous" Child's Sets

(Cup, Saucer and Plate)

for Christmas trade? If not, do so at once. Make a window display of the sets and you will find the children will want them, and their parents will buy them.



These sets are made without a flaw. They are attractive, ornamental, refined, beautiful in finish, and yet have the necessary toughness to resist hard usage.

Three coatings of snowy white enamel, both inside and out.

Enamel mixtures pure and non-injurious.

Don't fail to order and display this strong Christmas seller.

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary

Not Built Just To Sell

Not loaded with unnecessary trimmings ; not packed full of freak "improvements" that don't improve ; but simply the most up-to-date range skill has built ; handsome to see and safe to guarantee in every quality that makes a range worth buying—or worth selling.

That is the argument the dealer has with an

IMPERIAL OXFORD

It is argument enough, when the range backs it up as this range does, to sell to anybody who wants a perfect all-'round range that does better baking than the one you thought was as good. Note the roomy, square, heat-retaining oven that bakes with dry heat and that's EVENLY heated, because of the perfect division flue-strip.

See the big, easily removed oval fire-box, with the Oxford Reversible Grate – a thing that appeals to any woman the minute she looks at it.

See the sensible, readily handled ashpan, that saves so much kitchen muss—another selling feature that stamps this range the best. You won't have to work hard to sell Imperial Oxford Ranges—showing them does the selling.

If you aren't a Gurney dealer yet, wouldn't you like to be—if you KNEW it paid you best ? Write to us and let us show you it will.

The Gurney Foundry Company, Limited

Toronto Montreal Ottawa London Hamilton Winnipeg Edmonton Vancouver

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores with Connellsville Coke as Fuel. "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

DRUMMOND, McCALL & CO.,
or to MONTREAL, QUE.
CANADA IRON FURNACE CO.
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

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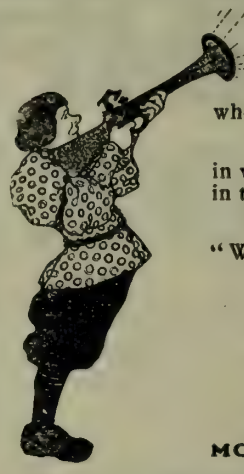
SOMETHING NEW IN FENCE

The "Leader" Woven Wire Fence does not bow or sag when erected. It is made of all No. 9 hard galvanized wire, with double-grip lock.

GATES, WIRE and FENCE SUPPLIES
Hardware Merchants wanted to handle our Goods.

LEADER FENCE

Frame & Hay Fence Co., Ltd., Stratford, Ont.



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

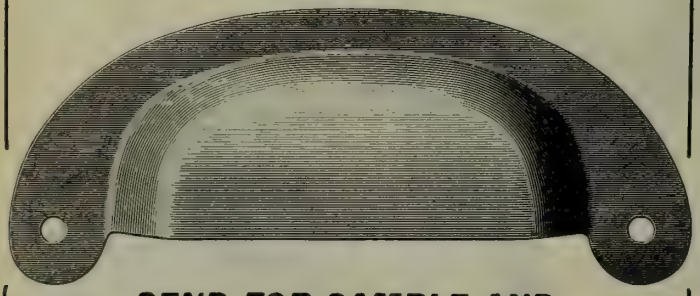
If there is a man in Canada interested in your proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,
MONTREAL TORONTO WINNIPEG

Save Money —IN— Drawer Pulls



SEND FOR SAMPLE AND PRICES.

WE ALSO MAKE THE

Celebrated Shelby "Champion" Double Acting Spring Floor Hinges

The Standard Mfg. Co.

SHELBY, OHIO., U.S.A.

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**

Lachine, June 5, 1903.

The J. W. Harris Co., Limited, Montreal.

Dear Sirs,—Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister Marie Pacifique, Gen. Eco.
Sisters of Ste. Anne.

Made by

The J. W. HARRIS CO., Limited

CONTRACTORS

Montreal

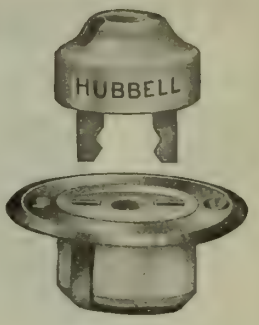
Hubbell Flush Attachment Plugs

No. 5415

Designed to do away with the lid when not in use and still present a flush surface. No electrical contacts exposed. Quick connection and disconnection. Cap when in use projects only one-half inch above the surface. Presents a neat and ornamental appearance.

Write for Prices

THE R. E. T. PRINGLE COMPANY, Limited
MONTREAL - - - WINNIPEG



No. 5506

Dana Food Choppers

Rotors pull out over dish so that the meat drops into the dish and not on the floor.

The only Food Chopper not sold by catalogue houses, and advertised big in home papers.

By giving complete and lasting satisfaction to your customers, Dana Food Choppers help your *general sales.*

ASK YOUR JOBBER

THE DANA MFG. CO. Cincinnati, O.

The Freezer the Women want

Dana Peerless Freezer
Write for catalogue

Dana Mop Wringer takes a woman off her knees.

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

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The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
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HOCKEY STICK

Manufacturer in Canada

The BEST and CHEAPEST Stick on the market.

Salyerd's Special

Takes the lead through Canada and the United States.

Wholesale and Jobbing Trade only supplied.

Manufactured by

E. B. SALYERDS,

Preston, Ont., Can.

note the address.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	Transmission Rope	Bale Rope
Sisal Rope	Hide Cord	Lath Yarn
Clothes Lines	Leather Cord	Shingle Ties

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MONTREAL WINNIPEG
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Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

LION
TRADE MARK
BRAND

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

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Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

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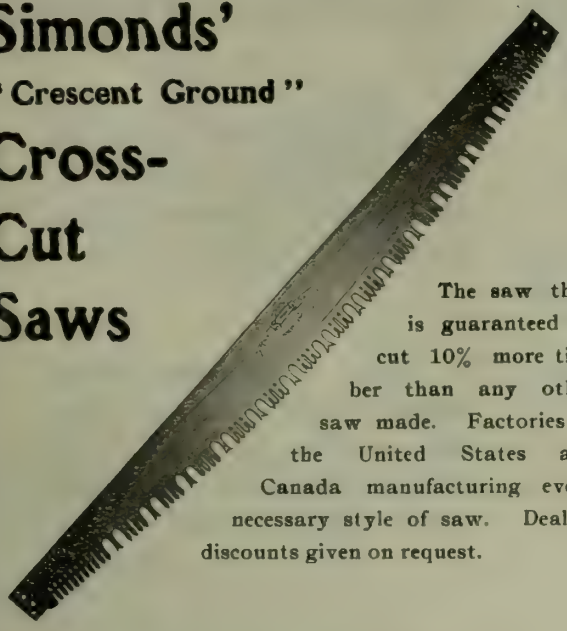
MacGOWAN & CO., Vancouver, B.C.
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED

Montreal, P.Q.

Vancouver, B.C. **St. John, N.B.**

Bone Cutters

This is a favorite size. We make other sizes, from

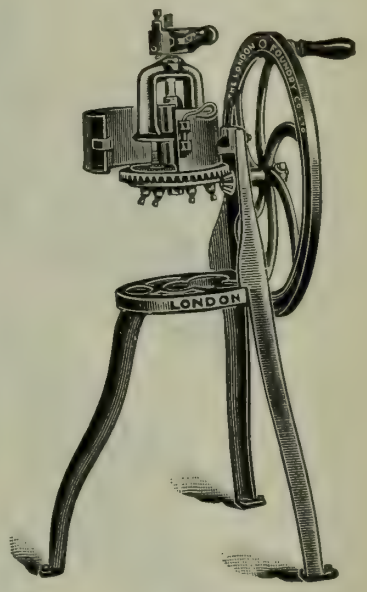
Small Hand

to

Large Power Machine

These are Fall and Winter goods

A sample kept in your store will sell many of them.



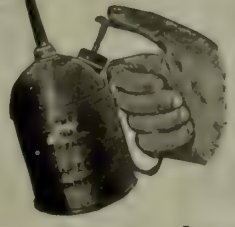
Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Howland Pump Oilers

For sale by all Jobbers in Canada



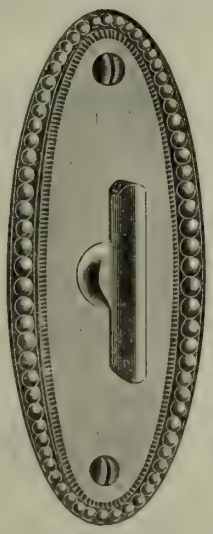
A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.

Monmouth, Illinois, U. S. A.

ROTARY STROKE ELECTRIC

DOOR BELL and TURN

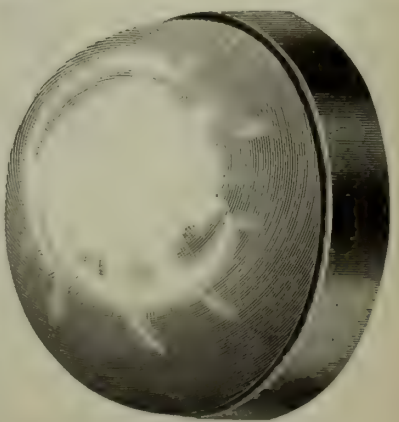


A very handsome, practical and saleable set.

This is only one of our many trade-catching door bell designs. Sold by all leading jobbers in the Dominion.

The BELLEVILLE HARDWARE CO., Limited

BELLEVILLE, - - ONTARIO



This excellent line is put up with **Bronze, Brass** or **Steel Turns, Steel** or **Bell Metal Cones.** Also with **Cast Bronze, Brass** or **Iron Turns.** Our full list is very attractive

"Christmas time I have always thought of a good time; a kind forgiving charitable, pleasant time."—Charles Dickens.

"Again at Christmas did we weave the holly round the Christmas hearth; the silent snow possessed the earth, and calmly fell on Christmas Eve."

—Tennyson.

"So may each year be happier than the last, and not one meanest brother or sister debarred of his share of the Great Creator's gifts."—Dickens.

John Round & Son, Ltd.

Silversmiths and Cutlers,

Montreal

and

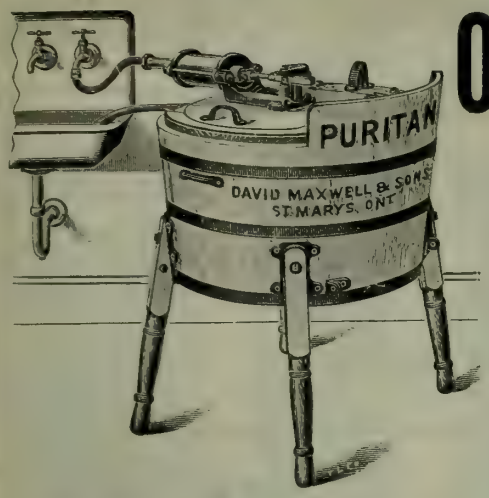
Sheffield

We Extend Cordial Greetings To Our Friends At Home and Abroad

And Wish Them One and All

The Compliments of the Season.

Our New Lines



These illustrations show the additions recently made to our products in Hardware Specialties. In quality and finished appearance they have no rivals. If you are not already handling the Maxwell goods, please ask us for particulars. You will find them "profit-makers."

Puritan Motor Washer

We have adapted to our Puritan Washer a Water Motor which can be operated under a pressure of from 35 to 40 pounds. On account of its construction the Puritan Motor can be operated satisfactorily under a lower water pressure than any other motor made, and the simplicity of the valve not only makes it easy of operation, but less liable to get out of order than any of our competitors. The motor is constructed practically of brass, and with a polished brass cylinder is not only ornamental but durable.

Puritan Motor, Pat. June 2, 1908.

Puritan Relief Spring

Pat. June 9, 1908

Anyone who has used a Washing Machine where the gear and the balance wheel are attached to the top of the hinge cover, will know how heavy the cover is to lift each time. The Relief Spring which we use on the cover—shown in the illustration above—practically counterbalances this weight so that a child can raise the cover with one finger. This adds another important feature to the "Puritan's" superiority over any machine of similar type. The Relief Spring can be attached to the "Puritan" Motor or any of our Re-acting Washers as well as to the "Spotless" Machine.

Blue Belle

This is a new machine of the "Rubber" type which we are now placing on the market. The clothes are held against the lower rubbers by the upper board, and while the tub revolves in one direction the upper board moves in the opposite direction. This is a distinct feature not used on any other machines of similar construction. It is made with a strong, light steel frame, the wringer stand also being of steel. This machine has been thoroughly tested, and has no equal among machines of the "Rubbing" type.

Spotless

This is a new Box Machine, also of the "Rubbing" type. It is so constructed that the clothes are being rubbed both on the upper and under side while the machine is in operation, and it has several important features not used on any similar type of machine.

If your jobber is not offering you these lines, write us direct.

David Maxwell & Sons

St. Mary's - Ontario

"Velox" Skates

The "Velox" is a self-seller. Any hockey player sees its good points at once. All the prominent hockeyists who have used this skate say it is the best ever. All skaters want the "Velox." Show it to your customers when they call. The skate will sell itself. Let us send you our Velox Skate Book. It will tell all about it.

The Starr Manufacturing Co., Ltd.

DARTMOUTH, N.S. Canada

Branch—126 Wellington St., W., TORONTO, ONT.

United States Agents, Lee & Underhill, 98 Chambers St., New York

The "Western" Slop Pail

A Modern Sanitary Pattern

CAPACITY—16 QUARTS

Strongly made and attractively neat in appearance. Cannot leak, as body is made entirely seamless, with an extra heavy coat of galvanizing, and is finished by being neatly banded with stripes of bright red.

Can be sold either with or without commode attachment

Ask our travellers about it and try a sample dozen

You'll find them trade winners

MADE BY

The Thos. Davidson Manufacturing Co., Limited

Montreal and Winnipeg

The ROBERT RYAN COMPANY

Manufacturers of

Gloves, Mitts, Moccasins, Snowshoes, Etc.

THREE RIVERS, - QUEBEC.

No. 56, 16 x 44.

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CANADA

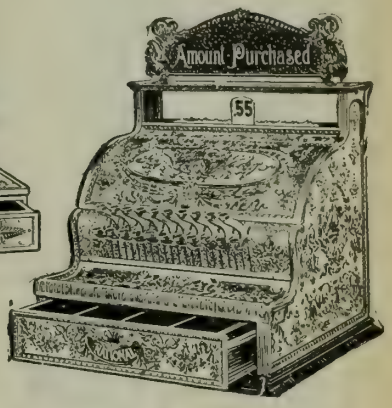
TRADE MARK.

Snowshoes noted for quality and durability. Frames made from second growth white ash; tightly laced, clear gut

Illustrated Card and Price List upon Request.

Get Ready for the Demand Now.

They Pay!



Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.

Corner Yonge St. and Wilton Ave., Toronto, Ont.

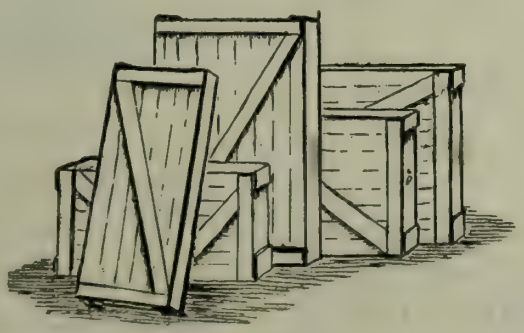
F. E. MUTTON, Canadian Manager

WINDOW GLASS FOR IMPORT

Before placing your import order for **Sheet Window Glass,** write our nearest office.

Our glass will be packed in extra strong cases and will be well braced with battens, thus insuring delivery in sound condition.

Delivery will be made at any time desired.



Obtain our prices before placing your order.

Our travellers will be pleased to call on you and quote prices.

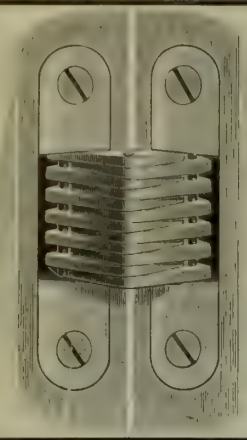
GLASS will be of the best quality, FULL WEIGHT and true to size.

We guarantee entire satisfaction.

THE HOBBS MANUFACTURING CO., Ltd.

FACTORIES AND WAREHOUSES:

Toronto **LONDON** **Winnipeg**



The Soss Invisible Hinge

is as great an improvement over the ordinary butt hinge as is the electric bulb over the tallow candle. It is applied to the same part of the door and jamb as the butt hinge, and is just as simple and easy to apply. It is being used almost exclusively by large manufacturers of book-cases, china cabinets, pianos, ladies' wardrobes, desks, etc.

Send for descriptive booklet

The Soss Invisible Hinge Co.
Limited
104 Bathurst St. - - Toronto, Can.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
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THE METROPOLITAN BANK

Capital Paid Up $1,000,000.00

Reserve Fund and Undivided Profits $1,241,532.26

Every Department of Banking conducted with satisfaction and absolute security.

Accounts of Individuals, Firms and Corporations solicited.

SAVINGS DEPARTMENT

$1.00 or more opens an account. Interest allowed from date of deposit and compounded FOUR times a year. No delay in withdrawal.

Atkins Silver Steel Segment Ground Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.

Canadian Factory, Hamilton, Ont.

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HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings: Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

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JOHN MCEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA

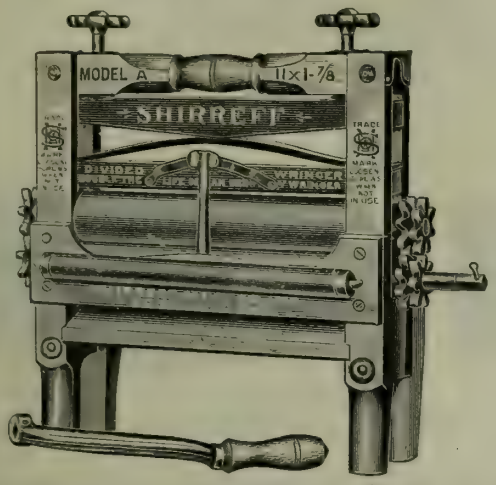
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.

Open Now Closes on May 1.

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

THE ROLLER SAVING ARGUMENT
IS WHAT SELLS

Shirreff's Divided Wringer



Every other kind of wringer has the same fault—rollers wear out quickly in the centre. But the dividing bar feature of Shirreff's Divided Wringer causes the rollers to wear evenly along their entire surface. You ought to be selling this economical, modern wringer.

IT SAVES A WOMAN'S BACK

THAT'S WHAT THE

"General" Bread Maker

does. You tell your customers that there's no need for their womenfolk bending over a pan of dough and working like a horse when baking day comes around. The "General" Bread Maker does as much mixing and kneading in three minutes as the fastest person can by hand in from twenty to thirty minutes. And it does the work more thoroughly, too. Just put the ingredients in the "General," sit down and turn the handle for a few minutes and the mixing and kneading is all properly done.

The Shirreff Manufacturing Co., Limited, Brockville, Ontario

Catalogue and discount sheet sent on application.

JENKINS BROS., LIMITED

BRANCH AT
95 QUEEN VICTORIA STREET
LONDON, E.C., ENG.

OFFICE & WORKS
ST. REMI STREET & ACORN AVENUE
MONTREAL, QUE.

DISSTON SAWS

In the **DISSTON BRAND** of **SAWS** you have the advantages obtained by the use of highest quality crucible steel specially made in the Disston Steel Works, approved designs, most skilled workmanship—All backed by an experience of over **SIXTY-EIGHT YEARS** in saw making—A combination not equalled and which speaks for the utility of the saws.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

UNITED STATES
STEEL PRODUCTS EXPORT CO.
MONTREAL, QUEBEC

EXPORTERS OF THE PRODUCTS OF

CARNEGIE STEEL CO.
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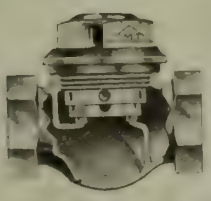
STEEL PRODUCTS OF EVERY DESCRIPTION

J.M.T. Globe Valve

ENGINEERS' SUPPLIES

BRASS and IRON GOODS


J.M.T. Cushion-disc Check Valve

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J.M.T. VALVES and INJECTORS

OUR QUALITY STANDARDS

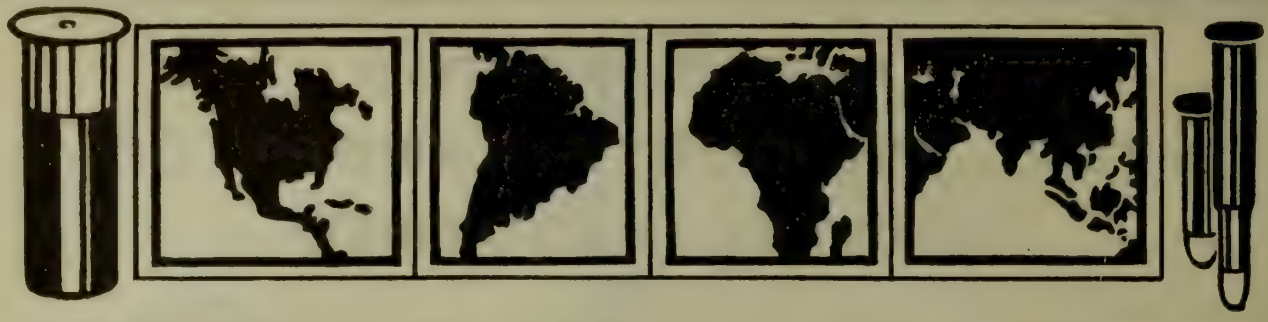
J.M.T. Injector

J.M.T. Steam Goods are sure winners
Where Quality and Utility is a consideration.

They're built to give long service and insure satisfaction to your customer.

We have
a full line of Supplies for the Engineer, Plumber and Steamfitter

The James Morrison Brass Mfg. Co.
93-97 Adelaide St. West, TORONTO Limited



BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

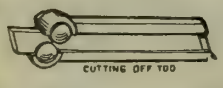
ARMSTRONG TOOL HOLDERS

STRONG TRADE MARK

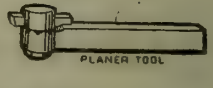
STRONG TRADE MARK

MAKE ONE POUND OF TOOL STEEL EQUAL TO TEN POUNDS IN FORGED TOOLS

SAVE ALL FORGING, 70% GRINDING



DON'T BE MISLED



into buying weak imitations of Armstrong Tool Holders which do not embody important details of construction covered by our patents nor strength of design, high quality of material, workmanship and KNOW HOW that come from our 15 years' experience. If you want GOOD Tool Holders get the genuine Armstrong. Accept no substitute. Write for Catalog.

ARMSTRONG BROS. TOOL CO.

"THE TOOL HOLDER PEOPLE"

106 N. FRANCISCO AVE., CHICAGO, U.S.A.

The Winston Hardwaremen's Christmas

O. B. James Tells a Story With a Moral in the National Retail Hardware Bulletin—Two Extremely Foolish Competitors Labor for Five Years for Naught—As Hated Rivals, Each Tries to Down the Other by Employing Barbarous Methods.

Winston is quite a town. Three blocks of cement walk, a street lamp at every other crossing and besides an electric theatre it boasts of two hardware stores.

One of the hardware dealers was an upright, capable business man, who sold goods at a profit. The other was a mean, jealous, contemptible price-cutter. There was some difference of opinion as to which one was the upright business man and which one was the low down price-cutter.

Si Perkins, whose store adjoined the post office, said that the other fellow was to blame for the demoralized condition of business, and Bill Wright, who conducted the corner hardware, declared by all that was "good and holy" that Si was the meanest man that ever lived; just stayed in the hardware business to prevent some one else from making an honest living.

Peculiar Business Tactics.

At that very instant Si, the contemptible cur, was across the street pretending to have business with the grocer, while in fact he was just watching to see who went in and came out of Bill's store. Bill saw him and calling George, his head clerk, said to him: "George, you go down to the post office, pretend you're mailing a letter or something, and see who is in that scoundrel's store; and if they ever come in here just slash the price of anything they want right down to cost."

The Unscrupulous Shopper Jewing the Price.

"All right," said George, and away he went.

George soon returned and reported only one man in the store, Charley Hanson, and he was kicking about one of those French heaters that he had purchased the season before and it wouldn't draw right. Si's clerk was trying to convince him that perhaps the trouble was with the chimney.

"Catch Charley before he leaves the town, George, and trade him a new stove for it if you have to give him something to boot."

George did as he was instructed, and in a few days Bill had a French heater, the leading line of his competitor, on the floor marked for half what it had cost him, and it was shown to every prospective customer with a few remarks like these: "One of those good-for-nothing French heaters." "Used one season and owner glad to get rid of it at any price." "Of course Perkins wouldn't take it back. One of his skin games, you know."

Of course Si heard of this and it aroused his anger. "We'll fix him," said Si, and this is the way he went about it. It seems that Wright was having a good run on the Boss axe for which he had the exclusive agency in Winston. Well, Si got on the train, went down to Benton and had the hardware dealer there to order four dozen of them for him. When they arrived he placed them in his window and marked them seventy-five cents. Bill had been selling them for a dollar.

Bill didn't stop to investigate matters but boxed up his Boss axes and shipped them back to the factory with a very insulting letter, stating that he wouldn't pay for what he had sold.

A "Shopper" Gets in His Work.

One morning a customer stepped into Bill's store and inquired the price of nails. "Two and a half per keg," said Bill. "Well, I'll look around and if I can't do any better I'll get them of you," said the customer.

He went from there over to Si's and made the same inquiry. The price was the same. "I can do five cents better over at Wright's," said the untruthful customer. "Well," said Si, "I can sell as cheap as he can. I'll go him one better. I'll make them two-forty."

"Well," said the customer, "I'll see. I promised Wright that I'd be back." So back he went to Wright with the story that Si offered them to him at two thirty-five, but as he had come to Wright first he would give him the order if he would meet that price. Bill took the order and lost money on every keg that he had to break open. "I'll get even with that scoundrel if it costs me every cent I'm worth," said Bill, and he meant it.

While he was brooding over the wrongs inflicted upon him by his competitor, a farmer came in for a forty-gallon milk can, but Bill was temporarily out. "What are they worth when you do have them?" asked the farmer. "Five dollars," promptly replied Bill, though he had never sold one for less than six and at a close margin at that.

The farmer went down to Si's and asked for a can. "Six dollars," said Si. "Six dollars!" exclaimed the farmer. "Why I can buy all I want of Bill Wright at five dollars." "All right," said Si, "they cost me five and a half and I have to have a little something for handling them. You had better buy of Bill."

"But Bill is all out and I have to have one," replied the farmer. "I'll take one but it's the last darn thing I'll ever buy of you."

Expensive Economy.

Bill and Si both knew that they were not making any money. Neither of them were as well off as they had been ten years before. Something must be done. Cheap help was resorted to. Si hired a Norwegian boy for a dollar a week and his board. The boy could sweep out after a fashion, but that was about all.

Mrs. Perkins Attached Plain Prices to Everything.

Si's creditors were crowding him and many over due accounts were on his books. Will McDowell had sold out and was going to leave. He owed Si forty dollars. Si couldn't get away himself and he couldn't spare his head man; so he sent his Norwegian boy, Oluf, down with the account. Oulf returned beaming, and said, "He vill pay next Yanuary."

"Did he really say he would pay in January?" asked Si.

"Vell, aye tank so," said Oluf. "He say it ban a dam cold day ven he pay

that 'count, und I tank that ban in Yanuary, don't you?''

Bill was just as unfortunate with his help. He sent his apprentice down to Widow Nelson's to fit a key to her door lock. Returning the apprentice said that none of the keys would fit, but producing a long string with a knot tied near one end he added: ''I took the measurement of the door and you can order a key that will fit.''

Both Bill and Si had quit advertising to any extent. They both feared to quote a price in an advertisement for fear their competitor would go below it regardless of cost; and neither of them dared to introduce anything new or different through the paper for fear that the other fellow would get something like it or similar; and they both realized that a simple business announcement didn't pay for its cost and for the same reason their window displays were lacking.

Each rejoiced when he heard that the other had incurred some bad account or had met with some other loss.

Employ Antiquated Methods.

Both used the antiquated xyz cost mark system and marked the selling

Lots of Bundles Came Out of Si's Store.

price much higher than the price they expected to realize; in fact they had no regular prices and their customers soon found it out. They never expected to pay the ''asking price'' but got into the habit of ''Jewing'' an hour or so on every article they bought.

The xyz cost mark caused them considerable uneasiness, too. ''Now what does that secret mark mean, anyway,'' they would argue to themselves. ''Bill must be robbing us or he wouldn't be so confounded mysterious about his marks. I bet he makes double on everything he sells.''

This condition of affairs was partly responsible for the habit that George and the other clerks were getting into of assuring the customers that the goods were offered for ''just what they cost, etc.'' This statement was nearer the truth than either clerk or customer suspected, taking into consideration the cost of doing business. But, true or untrue, it had the same effect on the purchaser, who would say to himself: ''That fellow is either a darn fool to sell goods at cost or else he is a darn liar. As it is somewhat difficult to live on hot air alone, I guess he must be a little economical of the truth.''

Bill and Si were both becoming grouchy. They couldn't greet their customers as they should. Traveling men were treated as natural enemies, and those they did deal with were suspected of selling cheaper to the other fellow.

Preparation for Christmas.

The holidays were approaching and Si's wife gently hinted that she might need a little money. The effect was similar to waving a red rag in the face of a bull. Si complained of bad business, no profits and little trade.

''The holidays will soon come,'' said Mrs. Perkins. ''Why don't you capture some of the trade that the drug store, dry goods store and even the jewelry store have always been getting? I notice that you have never made any effort in that line.''

After a lengthy discussion it was decided that the following Monday Mrs. Perkins was to go down to the store and help decorate the windows.

In the earnestness of their discussion they failed to notice that they had a listener, little Clara, their six-year-old daughter, sat near them drinking in every word. Oh, my! but wouldn't she have a chance to make that horrid little Wright girl feel sorry; and she did.

That very afternoon before school had been called she met the Wright girl with some other girls and she opened up on her.

''My pa is going to decorate his window for Christmas and your pa ain't. My pa is going to get all of your pa's trade.''

The Wright girl with tears in her eyes reported all of this to her father at the supper table and it set him to thinking. That evening he called George into his office and after a long discussion they decided to beat Si at his own game. They would fix up a window that would wake up the town.

Back numbers of the trade papers were referred to for ideas and the store was ransacked for material. It was decided to fix up both windows—one with material out of the store, but the window ''de resistance'' was to be imported complete.

Mrs. Perkins Advances an Idea.

Si's windows were ready for inspection the following week. One window contained suitable gifts for children and the other suitable gifts for grown people.

In the latter a low table was placed and in the centre of this a chafing dish, on one side, a serving dish and on the other a nickle-plated spoon holder, cream pitcher and sugar bowl on a tray; around these were neatly aranged various pieces of silverware, pepper boxes and salt shakers, etc. On the window shelf were sad irons, bread mixers and many such articles coveted by women. A black background was arranged (black is the best for displaying nickel, silver or steel goods) and on this background was neatly arranged a variety of shears, scissors, pen knives, shaving outfits, nail clippers and various small articles all priced in plain figures. Mrs. Perkins insisted upon this radical departure. ''It would save the clerks so much time answering questions,'' she said, ''besides it would assist those who were in a hurry in making their selections.''

The children's window was filled with sleds, skates, air rifles, express wagons, toy stoves, flat irons, wash tubs, jack knives, tool chests and the many articles in the hardware line that are suitable for children.

Bill Outdoes His Competitor.

Now Bill was prepared to make this display look like thirty cents and he certainly did as far as appearance went.

In one window he had a battleship constructed by bolting together the ends of two cross-cut saws and distending the centre with a stick. Broken window glass represented the ice through which the ship was plowing its way. Five-inch stove pipe served for smoke stack and various gas pipe fittings served for guns. A dash lantern represented a

Their Next Christmas Dinner.

search light, basins for turrets, stove pokers for masts, etc. But the other window was the eye-catcher and had cost quite a bunch of money. In the centre was a Christmas tree covered with glittering tinsel and candles. Around the tree were dancing children and at one side stood an elaborate figure of Santa Claus who stroked his beard and rolled his eyes.

Fine Display but Few Sales.

The Weekly Bugle said that it was the most beautiful window display ever seen in Winston; and the crowds that stood on the sidewalk and gazed at it certainly did make Bill feel a little ''chesty.'' But why was it that so few came in?

There was no crowd in front of Si's store, but there seemed to be twice as many going in and coming out with bundles. It not only seemed that Si was getting the trade, but when Bill heard that Si had hired some extra help for the Holidays he knew it and he was exas-

(Continued on page 48.)

Travelers Discuss Society Business

Dominion Association Held Annual Meeting in Montreal on Saturday, Dec. 12—Maritime Travelers Met at Halifax on Friday, Dec. 11—Shall the Woman Be Admitted to Associations' Ranks?

Close upon 100 members of the Dominion Commercial Travelers' Association attended the annual meeting of that body held in Montreal in Fraser Hall last Saturday evening.

Retiring President Egan occupied the chair, while S. J. Mathewson, the vice-president and president-elect; Maxwell Murdock, treasurer; E. D. Marceau, Hon. J. D. Rolland, Ald. Robinson, J. S. N. Dougall, L. W. Anderson, A. L. Friedman, E. Duckett, James Robertson, E. E. Guilbert, A. J. Brown, and H. W. Wadsworth, the secretary, also occupied seats on the platform.

Several important questions were discussed, the chief among them being the proposal to establish a pension fund, which did not meet with much favor. Whether or not ladies should be admitted for membership also came in for some discussion.

Opening the meeting, President Egan stated that the year has been a most satisfactory one, a larger amount than ever having been added to the reserve fund. During the year 833 new members were enrolled. This, however, did not represent the total increase, as many members failed to renew. This made the net gain 101, and the present membership 6,194. The total amount received on revenue account was $74,798.08, of this amount $58,250 was represented by annual subscriptions and $16,345.58 interest on investments; $50,225 had been paid in mortuary benefits, against $63,250 last year. The working expenses amounted to $5,564.86; $32,000 had been invested in first mortgage real estate at 6 per cent. interest, and matured loans amounting to $56,500, bearing 5 and 5½ per cent. interest, had been renewed at 6 per cent. The net surplus for the year was $21,935.86, which, added to capital account, made a grand total of $315,732.14.

Mortuary claims were lighter than last year, being 56, against 62. The average age of those who died during the year was forty-seven years, their length of membership averaging sixteen and a half years. The trustees of the educational fund reported ten new pupils during the year, with five retired, leaving eleven at present receiving gratuitous education.

It was reported that the Government of Prince Edward Island had decided to abolish the tax on commercial travelers, which had been an obstruction to trade.

The committee appointed to consider the notices of motion re the mortuary benefit fund reported against their adoption. The receipts and expenditures accounts showed a credit balance of $13,116.96.

R. C. Wilkins commented on the satisfactory nature of the report.

The president then read the list of members who died during the year. Following this the report of the trustees of the educational fund, showing an expenditure of $186.06, was read, the trustees applying for an appropriation of $150, as the balance in hand was only $64.53. On motion of Geo. Mann the amount was recommended.

The hospital fund report showed a balance of $240.94, and the chairman suggested that the amount be equally divided between the Grace Dart Home, the Hospital for Incurables, and the Western Hospital. A member suggesting that the hospitals should be asked to endow a cot in consideration of these payments, Mr. Marceau pointed out this could not be done for $80 each, but the first speaker held it could be got for $75. R. C. Wilkins said the permanent endowment of a cot would cost $2,000, and proposed the distribution of the amounts mentioned, leaving the hospitals to do as they pleased.

Speaking as one of the governors of the Western Hospital, S. J. Mathewson explained that it cost the hospital $1.25 per day to maintain patients, and he did not see that the proposed donation would enable the hospital to do anything in the way of enlarging the building. Mr. Gardner moved that the General Hospital be substituted for the Western, whereupon the chairman explained that $2,000 had been given to the General Hospital two years ago, and after Ald. Robinson had expressed his opinion that the money could not be used to any better purpose than that proposed, the motion was carried.

Ed. Duckett's motion regarding the establishment of a pension fund was then made. He explained his reasons for requesting that a committee be appointed to study the means of creating a pension fund, and that $500 be devoted to secure actuarial opinion on the mortuary liabilities. Messrs. Marceau and Mathewson dissented, the latter remarking that if anyone wanted a pension the Government of the country would grant it if they could pass a medical examination. Every cent of the surplus was needed for the mortuary fund. A few were in favor of the motion, and on a vote being taken it was defeated.

Then Major J. T. McBride's motion—proposed in his absence through illness—that by-law article III, section 3, be amended to make the qualification for active members "he or she," instead of "he." There was considerable discussion on this question, participated in by Messrs. Woods, Marceau, Murdock, Mann, Lefebvre and others. The motion was put and lost.

S. Woods again brought forward the suggestion that an actuary be appointed to provide an estimate of the mortuary liabilities. R. C. Wilkins and S. J. Mathewson could not see the necessity for this, the former stating that they had $300,000 assets to meet their liabilities, the actual amount of which no one could definitely tell, since they had liabilities to every member's widow and family. So long, however, as they could present satisfactory reports as they were now doing, that was all that was necessary. Mr. Woods persisted in his contention. Mr. Mathewson then rose, and said that the association knew perfectly well its nominal liabilities from the lists in its possession. The association was run on a business-like basis. Finally a show of hands to indicate feeling was called for, and the motion was unanimously defeated.

A letter was received from C. Petrie, calling attention to a paragraph in the newspapers to the effect that Quebec City would move for the adoption of a by-law to tax commercial travelers and others $200 before they were at liberty to take orders or sell goods. The chairman explained that article 50, chapter 15 of the Quebec Legislature held that: No municipal corporation shall levy any tax upon any commercial traveler, taking orders or selling goods, wares or merchandise by sample, catalogue or price list, or require any such person to procure a license from such municipal corporation, notwithstanding any disposition to the contrary in any statute.

Whether commission received by travelers should be considered salary was one of the last matters brought before the meeting. This question was considered important enough to be brought before the board, and E. D. Marceau, as a member of the Chambre de Commerce, said he would be willing to bring the question before that body. He understood it had already been brought up at a meeting of the Board of Trade.

Mr. Egan then thanked the members for their loyalty to him during the past year, and expressed the honor he felt in having held the office of president. He then announced the election by acclamation for the coming year of S. J. Mathewson as president; J. Bevans Giles as vice-president, and Maxwell Murdock as treasurer. Out of 2,305 votes cast for directors, the following secured election: Messrs. F. N. Picard, H. M. Levine, L. Decelles, A. J. Brown and C. D. O'Brien. These gentlemen will act concurrently with the other five directors making up the board.

President-elect S. J. Mathewson then took the chair amid applause. He made a neat little speech, stating his appreciation of the honor shown him, and requesting a continuance, during his turn of office, of the loyalty shown by the members during 1908.

Mutual Benefit Meeting.

On Friday evening the annual meeting of the Dominion Travelers' Mutual Benefit Society took place. The membership is now 1,378, 139 new members having been added during the year. A social evening was passed after the business on hand was disposed of. Songs and recitations were pleasingly rendered by Charles Gurd, J. Bevans Giles and R. C. Wilkins. E. C. Levine gave an exhibition of legerdemain and performed some amusing card tricks.

The annual dinner of the Dominion association will be held next Monday evening, Dec. 21. The committee are work-

ing actively and promise one of the best functions yet held, which means a good deal. The programme is being well looked after and is said to contain some novel features which will be particularly attractive. The following will be the chief speakers: Charles Marcil, prospective Speaker of the House of Commons; Prof. Stephen Leacock, of McGill University; Hon. Charles Murphy, Henri Bourassa, and Senator L. J. Forget.

MARITIME TRAVELERS ADMIT LADIES

Halifax, N.S., Dec. 14.—The annual meeting of the Maritime Commercial Travelers' Association was held here on Wednesday, Dec. 9.

One of the novel features of the meeting was a resolution to the effect that hereafter ladies would be admitted to the privileges of the association.

The secretary reported the membership as 869, as compared with 816 a year ago.

In the election of officers, R. A. March, St. John, was chosen president, and the vice-presidents for New Brunswick are: R. J. Humphrey, St. John; A. E. Massie, Fredericton; J. E. Petrie, and J. Pope Barnes, St. John.

Vice-presidents for Nova Scotia—Chas. Blackie, D. R. Rutherford, A. Milne Fraser, D. Hockin, Halifax.

Directors—H. E. Pyke, William Tapp, C. T. Hermann, together with R. H. McCulloch, J. B. Douglas and P. T. Strong.

The report showed that of the 869 members, 499 are registered at Halifax, and 370 at St. John, (N.B.)

Four members entitled to mortuary benefits, died during the year, H. M. Doane, Archibald McLean, Bernard Quinan and Capt. Thomas Douglas, the last named being a past president of the association.

Seventeen accident and sickness claims were presented by members during the year, aggregating $476.76, all of which were settled promptly by the Canada Accident Assurance Company.

A report on the mortuary benefit fund of the association, made by T. Bradshaw, insurance actuary, has been under consideration by the board of management during the year. As a result of their deliberations and in conformity with the recommendations of the report referred to, it is deemed expedient that measures should be adopted for strengthening the reserve funds of the association. To this end it is proposed that the $1,000 accident insurance heretofore provided to members at the expense of the association, should be discontinued at the close of the present year, and that a modified scale of mortuary benefits shall be adopted for members joining the association from after Jan. 1, 1909. The directors have arranged with the Canada Accident Assurance Company to continue the special rates for accident insurance to members of the association who may desire such protection.

The audited statements of the secretary and the cashier show an increase in the funds of $4,858 for the year, and that the total reserve now amounts to $47,716.

The meeting unanimously decided to abolish the accident insurance privilege. It was also decided to extend the time in which members shall qualify for the maximum benefit from thirteen years to twenty-four years. This refers only to new members and will go into effect at the beginning of the year.

The association will hold a banquet at the Royal Hotel, St. John, on Thursday, Dec. 17.

C. T. A. BANQUET.

The annual banquet of the Commercial Travelers' Association of Canada, to be held on Wednesday evening, Dec. 23, at McConkey's, Toronto, promises to be one of the brightest and most entertaining of similar functions yet held. The committee have been scurrying round since their appointment making arrangements for a dinner and programme that would appeal to everyone, and their efforts promise to be well rewarded.

Among the brighter lights on the toast list are Hon. Geo. P. Graham and Hon. W. J. Hanna, W. K. George, Hugh Blain and S. R. Wickett. This, with a number of speeches from members of the association, assures the excellence of this department of the programme. The musical end is also being well looked after, and a couple of novel features are being introduced which will add to the interest. The official programme will be as follows:

The King.

National Anthem.

Recitation .....Lieut.-Col. Stoneman
Toast—"Canada" .....The President
"The Maple Leaf."
Quartette—"Georgina" ..... Selected
Toast—"The Dominion Parliament"
.....J. H. Wildfong
Response .....Hon. G. P. Graham
Comic Song—Selected ...Harry Bennett
Toast—"The Ontario Legislature"
.....W. J. Micks
Response.....Hon W. J. Hanna
Ledgerdemain, etc.....F. E. Karn
Toast—"Manufacturing Interests"
.....E. Fielding
Response.....W. K. George
Comic Song.....G. McLeod
Toast—"Wholesale Mercantile
Interests".....Chas. Kyle
Response.....Hugh Blain
Toast—"Sister Associations".....
.....S. Sterling
Response .....S. R. Wickett

Next week's issue of Hardware and Metal will contain a bright and complete report of the dinner, which should be of interest to retailers as well as to the travelers themselves.

WESTERN ONTARIO ASSOCIATION

At the meeting of the Western Ontario Commercial Travelers' Association held at London, President John T. Green stated that the annual report showed exceedingly good results in all respects, viz., a total membership of 2,482, which is practically the same as last year, and which was by far the largest in the history of the association, a new membership of about 400 and a total addition to the reserve fund of nearly $17,000. The death claims accruing due during the year had been somewhat larger than usual, amounting to $10,915, but after providing for these and all other liabilities, the reserve fund now amounts to $175,210.30. This is also one of the largest additions which has ever been made to this fund. The association has been called upon to mourn the loss of nineteen members by death. Further important representations had been made to the Provincial Government in regard to better accommodation for the traveling public in sections where local option law has obtained, also for the more rigid inspection of hotels and licensed places with reference to the cleanliness and sanitation and also in providing all necessary fire escapes. In this connection the appointment of a special provincial inspector had been urged in order to obtain the best results. The most cordial relations

J. T. GREEN,

Re-elected President Western Commercial Travelers' Association.

continued with the transportation companies, but numerous complaints had been made that all members did not observe the rule of voluntarily producing their certificates when purchasing special rate tickets, and also to other authorized railway officials when requested. It was desired to impress upon the members that this was always necessary, and it was hoped that there would be no further occasion for complaint in this respect.

Election of Officers.

In the election of officers for the ensuing year, when the following were nominated, with the exception of the directors for London, and declared duly elected by acclamation. Seven out of the nine nominated will be elected directors from London. President, J. T. Green, re-elected; First Vice-President, R. E. Davis re-elected; Second Vice-President, D. Ferguson, re-elected; Third Vice-President, John Lennox, Hamilton, re-elected; Treasurer, W. L. Underwood, London, re-elected; Direc-

tors for London, W. Smithson, H. W. Lind, W. D. Wright, A. S. Wallace, R. H. Turnbull, E. N. Hannah, P. M. Millman, Frank Lawson, F. E. Harley; for Toronto, Wm. Stone, H. Horsman, A. E. Johnston; for Ottawa, F. E. Breckenridge; for Hamilton, George Hope, John Booker, H. R. Thurber; for Stratford, Jas. Dow; for Brantford, George Watt, jr.; for St. Mary's, James Maxwell; for Montreal, H. H. Harnon, H. A. Bordeau; for Ayr, John G. Watson; for Oshawa, Major R. Dillon; for St. John, N.B., A. T. Lane, George H. Clarke; for St. Thomas, B. F. Honsinger; for Woodstock, Alby. Robinson. R. G. Beekerton, J. E. Ferguson; for Windsor, James F. Smyth; for Chatham, Charles E. Bodley, A. E. Merritt; for Ingersoll, Wm. Waterworth, C. W. Johnston; for New Hamburg, J. Ratz; for Winnipeg, H. J. Boyd, H. W. Little; for Aylmer, R. G. B. Moore; for Calgary, J. A. Brookbank; for Victoria, B.C., T. Harry Slater.

Arrangements were made by which the annual meeting will be held at London on Saturday, Dec. 26, at 3 o'clock p.m.

D. GEO. CLARK, ST. JOHN.

McCLARY CHANGES FOR 1909.

At the first of the year J. J. Foot, sales manager at London for the past two years, becomes manager of the Winnipeg branch. Mr. Foot has had a lengthy experience with the McClary Company, having climbed up from the bottom of the ladder. When the St. John branch was opened in 1900 he was appointed manager, and continued in that office for seven years. With his enthusiasm and energy, and general ability, he will no doubt give a good account of himself in the West.

M. F. Irwin, formerly manager of St. John branch, becomes sales manager at London. He has also had a lengthy experience with the McClary Company, and has an all-round knowledge of both the stove and tinware industries.

The vacancy in the managership of St. John branch will be filled by the appointment of D. George Clark, late manager of Hamilton branch. Mr. Clark is quite familiar with the "blue nose" trade, having been a traveler in that territory some years ago. He is a thorough McClary man in training, and no doubt will be welcomed back by his many friends.

G. E. Main, who has been connected with the Winnipeg branch for the past

M. F. IRWIN, LONDON.

seven years, has been appointed manager of the Hamilton branch. Mr. Main is young and painstaking, and should continue the good work of Mr. Clark in the Niagara Peninsula.

HARDWARE TRADE GOSSIP.

Ontario.

The Atwood Cement Co., Atwood, has assigned.

Kentner & Tuck are establishing a hardware store at Burlington.

Southeim & Kohos, iron workers, Verdun, have dissolved partnership.

A. E. Bottom hardware merchant, Bobcaygeon, spent several days in Toronto on business.

The Sachs Plumbing Co., Hespeler, have been awarded the contract for two large plumbing contracts in Salem.

J. J. FOOTE, WINNIPEG.

Wm. Black, hardwareman, Durham, was secretary of the successful horse fair held at that town on Dec. 15.

C. F. R. Taylor, of Taylor Bros., Carleton Place and Almonte, was a visitor in Toronto during the week.

George B. Ramsden, sales manager of J. H. Still & Co., St. Thomas, is wearing a smile as big as himself. It happened on Dec. 9 and it's a girl.

Joseph White, a former member of the hardware firm of Jelly & White, Shelbourne, passed away last week, aged 36 years. He had been ailing for some time. He leaves a widow and five children.

G. F. Sutton, Erin, has taken into partnership his son, Will, who has for some time past been his head clerk. From the founding of the business in 1881 by W. Sutton, sr., it has gradually grown and been improved and at the present time it ranks among the best in that section of the country.

Quebec.

A. Kyle & Son, plumbers, Montreal, have dissolved.

C. E. Chown, representing the James Robertson Co., Montreal, at Winnipeg, is in Montreal.

H. F. Moulden, representing Taylor-Forbes Co., at Winnipeg, has been on a visit to Montreal.

G. E. MAIN, HAMILTON.

Napoleon Avon, hardware merchant, Emardville, Que., has assigned.

A. J. Teakle, of H. & J. Young, Quebec, has been visiting Montreal.

Joshua Peters, of the Record Foundry and Machine Company, Moncton, N.B., is visiting the Montreal branch.

A. E. Carmichael, of the Hanbury Hardware Co., Brandon, Man., has been visiting hardware circles in Montreal.

The annual convention of the salesmen of Lewis Bros., Montreal, begins on Monday, Dec. 28, when representatives from the Atlantic to the Pacific will be present.

K. W. Fessenden, who conducts a stove and plumbing business at Waterloo, Que., is adding a hardware department to his store. He intends carrying a complete stock.

Joshua E. Falle, who, during the last twenty years, has been connected with the Montreal Rolling Mills, died on Saturday at the age of 58. He was a member of the Oddfellows, the Canadian Order of Foresters, and the Masonic Order.

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HOLIDAY NEXT WEEK.

Owing to the holiday coming on Friday next week advertisers and correspondents are requested to have their copy in hand by Tuesday if possible.

Next week's issue will be given up largely to reports of the travelers' gatherings at Montreal, Toronto and St. John, which will be of interest to jobbers and retailers, as well as gripmen.

THE WOMAN TRAVELER.

Some surprise was created at a recent meeting in Toronto of the Commercial Travelers' Association of Canada when the question was raised as to the advisability of admitting women as members.

The female drummer has made her appearance in Canada, but not in large numbers, and, perhaps, she soon may be raising her voice in favor of having all the privileges of the association extended to her.

Across the border women are following this calling and are making a success of it, too. Woman has invaded practically all ranks and professions hitherto monopolized by males, but in some locations her entrance has only begun. The commercial representatives on the road may, ere long, have new opponents to meet, rivals who will test the mettle and salesmanship abilities of many old-timers. There are certain classes of goods in which the female vendor might have a decided advantage over her male competitor, particularly in ladies' wearing apparel, for the seller of the garments could present their superior qualities and natty appearance more effectively than the lords of creation. Added to an excellent and representative line of samples, a winsome personality, a pleasing smile and a smart appearance, and who, for one moment, does not think the man on the road would have to look to his laurels?

REMEMBER THE CLERKS.

There is no better way for an employer to show his appreciation of faithful employes, or going even further, to secure loyal service from his help, than to remember them with a gift at the holiday season. This seems rather far-reaching, but it is nevertheless, true. The largest employers of labor follow this principle, and the fact that the practice is repeated from year to year is an evidence of its soundness.

In no case is this more applicable than between the merchant and his clerk. A reasonable gift at the holiday season will indicate not only an employer's interest in the clerk, but will, if given in the right way, provide a friendly feeling which is worth many dollars in the conduct of the season.

A year's subscription to Hardware and Metal would fill the bill admirably for a gift of this kind. It would be a constant reminder of the giver's interest, and not only that, but it would undoubtedly educate the clerk until he was of increasingly greater service. The investment would be an exceedingly promising one. Why not try it?

PHOTOGRAPH THE WINDOWS.

Next week will be a busy one for hardwaremen and clerks, but it should not bee too busy to give instructions to a photographer to take a picture of the Christmas window display.

Have him supply a print (unmounted preferred) immediately after the holiday and send it to Hardware and Metal with samples of the Christmas goods ads. in the local papers.

Even if you don't win any of the $25 offered in prizes announced in these columns during the past month you will find it worth while having the photo taken. Publicity in Hardware and Metal is worth considerable to both merchant and clerk, and a reproduction of your window display in these columns will give that publicity for the bare cost of the photo.

Give instructions to the photographer to "get busy" at once.

THE LINSEED OIL SITUATION.

Developments during the past week indicate that the organization of the Linseed Oil Association reported last week has fallen through and in place of harmony and more stable prices the opposite condition of an open war has developed.

The price of linseed oil, speaking generally, is governed by the price of flaxseed, but keen competition amongst crushers frequently results in prices becoming lower than market conditions warrant. As stated last week, prices showed a variation of nearly 20 cents from the summer of 1907 to the summer of 1908 and then firmed up this fall in Toronto to 57½ cents (not 67½ cents, as a typographical error made the article read). The low prices were a result of cheaper flaxseed but also partly due to competition and in an effort to bring the price of oil more into harmony with the price of flaxseed (which has advanced materially this fall) the crushers were understood to have come to an agreement. Some have held aloof, however, and matters are as before, with a keen competition to secure business regardless of profits and with prices marked down to 55 cents during the week.

The Sherwin-Williams Company, who have become an important factor in the market during the past year, state that they cannot take credit for the decline in prices but their entry into the field has, of course, made competition keener.

The present situation, with no understanding between the crushers, leaves the market in a favorable position for the retailers and, if flaxseed prices continue to advance, the dealer who buys now for spring delivery is likely to be in a fortunate position.

NOVELTIES IN THE SHOW WINDOW.

No class of goods needs to be displayed with so much skill either in the show window or inside the store as novelties. No class requires for successful handling so much intelligent effort and good salesmanship.

The term novelties, as used by the trade, is a broad one, and includes a variety of commodities. In a general way, however, it usually means new devices for special use, or for doing things in a quicker and more convenient way.

Many principles applied to one such line may be equally well applied to dozens of others. In nine cases out of ten novelties should be demonstrated either

by displaying them in actual use with some one to operate them, or by putting them in a position which suggests use and shows how they work. This is the method usually employed by most merchants and manufacturers. Men shaving with new styles of safety razors have become common figures in store windows. A new mop wringer in operation may be easily shown. An apple or potato parer may be shown with its work half done, the implement inserted in the actual fruit and a dish of same placed near by.

The more natural and lifelike the surroundings of such a display the better. Take, for example, nut crackers, shown with a dish of half cracked nuts, which make an excellent window for the fall of the year. Various styles and sizes of cracks are shown, some loose and some grouped in neat designs, while a few handsome box sets of cracks and picks are wisely included. A big anvil or a flatiron with a hammer lying on it suggests the old-fashioned uncomfortable way.

These object lessons appeal both to the eye and the imagination and will prove far more effective in selling the article in question than if it were simply laid in the showcase or hung in the window without special attention being called to it. People will stop and look at it, talk about its merits and fancy that it is just what they need at home. The next step is inside the door, and another customer is made.

It is a good plan to have one or two of these object lessons frequently in the window, changing them often, so that people will get in the habit of looking out for the last new thing. When a person sees what an article can do, and is assured of its real utility, he is half way toward buying it, provided the price is within his reach.

THE BENEFIT OF CO-OPERATION.

It is inspiring to see men engaged in the same line of business, all in keen competition one with another, having friendly relations and discussing matters of mutual interest and welfare. E. H. Gary, chairman of the United States Steel Corporation, tendered a dinner to eighty manufacturers of iron products in New York a few days ago. He spoke of the great good in co-operation, and said that each should have full knowledge of the affairs of all the others. They had no agreement in restraint of trade expressed or implied, and had never resorted to any evasions. The public had been accurately informed concerning all their actions. Mr. Gary remarked, in closing:

"As to the results of our efforts to cooperate, there is, I think, no reasonable doubt they have been of great benefit. The prices of the different manufacturers have not been uniform, and the prices of each have fluctuated more or less from time to time. Some manufacturers have not been as considerate of the interests of others as they ought to have been. Perhaps all of us have been influenced by selfishness. But I do not hesitate to say our movement has prevented wide and sudden fluctuations, destructive competition, disaster and failures to manufacturers and their customers, reduction of wages and idleness on the part of employes, all of which, except for our efforts, would have been certain.

"We have been successful in securing stability as opposed to demoralization. This has tended to promote the best interests of ourselves and all others. Whether or not this movement for conciliation and co-operation, as opposed to the unreasonable and destructive competition of the past shall continue to be successful, I cannot say."

THE PRODUCTION OF STEEL.

In giving evidence as to the tariff before the Ways and Means Committee at Washington, Charles M. Schwab said that steel was more expensive now than for some years. As to the statement made by him in a letter in 1899 that steel rails could be made for $12 a ton, Mr. Schwab admitted that his contention was correction, but this figure covered only the bare cost of making. He gave the cost of production of pig iron in Germany as $9.50 to $12 a ton. In the United States he made it $13.68. The cost of converting it into steel was the same there as in Germany, while labor was much higher in the States, the labor cost of manufacture was equal in both countries. Germany had an advantage in obtaining her raw materials on account of better freight rates and greater accessibility.

There was no trade agreement in the price on steel products. Manufacturers followed the market quotations. If one were to cut under he would precipitate a war of prices that would be disastrous. All consumers had found it to their advantage to have fixed prices on steel rails and structural steel; and irrespective of good times or bad times, the steel companies had held to stationary prices.

FAVORS A LOWER TARIFF.

Writing on the question of tariff revision in the Century Magazine, Andrew Carnegie declares for the abolition of the imposts on steel, oil and other articles used generally by the masses. He asserts that luxuries should be taxed and the wealthy made to bear the burden. He further contends that his ideas have not altered, but that conditions generally have. In this connection he observes that as he has often been classed with the "robber tariff barons," he probably would now be proclaimed as a convert to new tariff views since his retirement from manufacturing on account of the views on which he considers the duty of Congress in the matter of tariff revision.

To forestall this expected criticism Mr. Carnegie makes it clear that he "has not changed one iota since he first formed a clear and definite view in regard to protection."

Dealing with the subject of iron and steel in their relations to the tariff, Mr. Carnegie writes:

"People generally think of the McKinley bill as highly protective, on the contrary, it reduced the duty on steel rails, beams and all structural shapes, nails, forgings, etc., from twenty to thirty per cent., which I strongly advocated, but for the first time it also gave adequate protection to the tin plate industry, which previously had no existence in America, one experiment having failed through pressure of foreign competition. The McKinley bill provided that ninety-nine per cent. of the duty should be refunded upon foreign steel and iron used in manufacturing articles for export. This gave American manufacturers all the benefits of free trade in their contests with foreign manufacturers through the world, and should be a feature in all future tariffs."

"The oil producers," he adds, "like the steel producers of our country, need no protection from the products of other lands, and the retaliatory act should be promptly repealed."

"There is no occasion for haste or for any revolutionary step in coming tariff legislation," he declares. "It is better to go a little too slow than a little too fast. Revision of the tariff could to-day safely and advantageously be made a radical one upon the lines suggested. Just as the Republic has won supremacy in steel, and can to-day, even during this temporary worldwide depression, send it profitably to every free market in the world in successful competition with all other manufacturers, so is she to win this proud position in one field of industry after another, her enormous standardized home market being one of the chief elements of her conquering power."

NEWS OF THE TRADE.

Mrs. George K. Starke, mother of William Starke, Lt.-Col. Robert Starke, Lt.-Col. George R. Starke, and Allan K. Starke, died in Montreal last week at the age of 76.

Robert Munro, managing director of the Canada Paint Co., Montreal, spent Wednesday in Toronto.

Harold E. Copp, of W. J. Copp, Sons & Co., Ft. William, was in Hamilton this week attending the funeral of his father, whose death was announced a week ago. Mr. Copp called on Hardware and Metal while in Toronto, and reported having had a successful year's trade with the firm's appropriation for bad debts showing a very favorable balance unused. He also states that Canadian manufacturers are successfully meeting the competition of the cheap American stoves and the shipping in of these lines is showing a decline. His firm has closed a deal for the agency west of Port Arthur of the Canada Malleable Co.'s steel ranges, and with this addition to their line they expect a big trade in 1909.

CALENDAR FOR 1909.

Following their usual custom a new and original design has been made by the Canada Paint Company, Montreal, in their calendar for 1909. It is probably one of the smartest and most striking almanacs ever issued by the company. The design is that of the automobile girl, and she is depicted stepping down from her car carrying two well-known specialties of the company's products in her hand. The design is lithographed in striking yet harmonious colors.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 74.)

MARKETS IN BRIEF.

Montreal.

Tin—Unchanged.
Pig Iron—Good demand.

Toronto.

Pig Iron—Large order refused.
Barb Wire—Down 10 cents.
Tacks—New lists show declines.
Turpentine—Two cents lower.
Linseed Oil—War on between crushers.

MONTREAL HARDWARE MARKETS

Montreal, Dec. 18.—The Christmas rush has come at last, although almost at the eleventh hour. The various shipping departments are working at full pressure over repeat orders, not only in Christmas, but in seasonable lines. It is remarkable how late the season is this year. In fact, it is impossible for dealers in some districts to get their goods until the Christmas week. Luckily jobbers are in a position to ship promptly as stocks are in good shape, but if a blizzard were to set in at this time and freight side-tracked, the position of some merchants would be serious. In fact, they would not get their goods until too late. In keeping back orders until the last moment, dealers not only run this risk, but they do not give their lines a fair chance of selling to best advantage. Christmas hardware wants display as much as other seasonable goods, and yet despite this many dealers expect their lines to sell themselves. Acting like this it is no wonder that so many hardwaremen are skeptical as to the value of the holiday trade.

As we said, cutlery, platedware silverware and seasonable lines, such as asbestos sad irons, food choppers and carpet sweepers, are going splendidly, but other goods, such as builders' supplies, railroad supplies, bolts and nuts are quiet, and will be so for some time. Lumbermen's supplies are showing stimulation. There is nothing important to announce with regard to prices, and the markets for the time being are unchanged.

Travelers are now either at headquarters or making their way there. After settling down, and the holidays disposed of, samples will be fixed up and the road taken once more—this time with a much greater confidence in, and much surer prospects of, a fine season, than was the case this year. Orders for forward delivery are still dull, but the movement in screen hinges, poultry netting and green wire cloth is being maintained.

CHRISTMAS LINES—The rush has come at last. Dealers have awakened to the fact that Christmas is at hand, and, consequently, jobbers are now working full pressure to get the orders through. No time is being lost in despatching, as every hour counts. It is astonishing how lethargic the trade has been this season. The idea apparently has been to let the demand come to the trade, instead of the trade hastening and stimulating the demand. Things, however, the last few days have been moving most briskly, and cutlery and its allied lines have been great sellers. Cut glass has also received fine stimulation. Safety razors, shaving sets, bath room fittings, aluminum goods, brass goods, shears and scissors, and manicure sets are in good demand. There is no doubt that hardwaremen, although late in their ordering, are selecting a wider range of articles than in previous years, and from a glance at the orders going out from the jobbers it is apparent that fine display windows can be made from the articles selected.

HOUSEHOLD UTENSILS — Utility lines, which make acceptable presents, are moving out strongly. Especially is this noticed with regard to asbestos sad irons. Carpet sweepers, meat choppers, cake and bread makers, are in prominent demand. Washing machines and wringers are moving in better number. Brooms, clothes baskets, mops and slop pails are in fair demand. Tinware is also showing improvement.

SPORTING GOODS—The seasonable weather has given a rush to skates, hockey sticks, snowshoes, sleds and toboggans. Moccasins are also moving well. It is anticipated that the revival of the winter carnival and ice palace in Montreal will give a great impetus to the sale of these goods locally. Basket ball is also in great favor, and good trade is being done. Air guns are likewise moving well for Christmas trade. Exercisers, boxing gloves and other gymnastic lines are showing fair movement.

WINTER GOODS—Sleigh bells, snow shovels and ice scrapers are now moving in something like seasonable volume. Repeat orders are coming in freely, and as stocks in dealers' hands are light this movement should be continued. Weather strip and sleigh heaters are in good demand.

STOVES AND RANGES—Stoves and ranges continue to show up strongly, repeat orders being steady and frequent. Owing to the lateness of the season it is anticipated that trade will keep at good pressure longer than is usually the case. Oil heaters and cookers are in steady demand. Ash sifters, coal hods, and other heating accessories are meeting with a fair call.

LUMBERMEN'S SUPPLIES — A steady movement is apparent in these lines, and better trade is opening out than was at one time anticipated. Orders are on the light side, but they are increasing in numbers. Axes, axe handles snow shovels, and boot calks are practically the only articles moving at all prominently as yet.

BUILDERS' HARDWARE — These lines are now on the quiet side, only a slow sorting movement showing. There is enough interior trimming to be done locally, however, to keep things moving for some time. Lock sets, bolts and butts are the best sellers.

RAILROAD SUPPLIES—These lines are also very quiet, but there is some sorting going on in picks, hammers and snow shovels. Machinists' tools and measuring tapes are moving quietly.

BOLTS AND NUTS—Factory construction being on the quiet side, there is naturally not much movement to bolts and nuts. The market is reported firm and unchanged. Nails have fallen off with the cessation of building construction.

CARPENTERS' TOOLS—Tool cabinets and chests are in good demand as Christmas lines. It is evident that these articles are becoming more popular with holiday customers as they make such acceptable presents. Single tools are also in good demand, such as jig saws, fret saws, automatic drills, plates, etc.

ENAMELWARE — Enamelware has been stimulated with the inrush of the holiday trade, and good business has opened up. The Northwest is also buying in better strength. The market is firm.

SCREWS—Screws are moving in fair strength, all the general sizes being in request. Discounts are continued at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKET

Toronto, Dec. 18.—With only one more week before Christmas, both jobbers and retailers are hoping for a continuation of the wintry weather which has prevailed since the first of the month. The success of the holiday trade depends upon seasonable weather, as the mild fall did not encourage early buying.

Jobbers have been kept very busy shipping last minute sorting orders of holiday goods, and the warehousemen will be glad to have a respite preparatory to stocktaking. Stocks have been pretty well run down as jobbers, like retailers, did not load up with heavy stocks.

Travelers will be coming off the road next week, as retailers have done their buying and are now concentrating all attention upon reducing stocks as much as possible before the holiday. The annual banquets of the travelers' associations will also be held next week.

Preparations are now being made by jobbers for the annual inventory, they, as a rule, doing this work before New Year's. Most Ontario retailers will take stock in January, as the retail convention takes place in February, and there is a general desire to clear the decks and make ready for 1909, which everyone looks forward to with bright hopes. The approach of stocktaking will, of course, have a depressing effect on purchases of most lines of goods, although many will book orders for metals and other goods for spring delivery early in the new year.

All the talk of advancing prices heard a month ago seems to have come to naught, and the wisdom of the Canadian buyers who "called" the bluff talk of American manufacturers has shown. The fact is that there is nothing in the market to warrant advances in general hardware lines, although metals may firm up a bit. So far the price changes have been downward, new lists issued this week on tacks showing considerably lower prices. New lists on coiled spring wire are looked for daily, but no change is expected. On the other hand, the new list on barb wire is expected to show a 10c drop.

HOLIDAY GOODS—Only small orders for depleted lines of gift goods are being ordered, as the buying department of most retail stores has been closed until after the holiday. Reports received indicate that the cool weather during December has helped retailers considerably in disposing of their holiday stocks.

SPORTING GOODS — The holiday trade has helped this branch and sales of skating, hockey and snow goods have been very satisfactory, the past month being favorable to moving out these lines. Jobbers are still selling considerable quantities as an increasing number of retailers are pushing sporting goods as a live winter line. Sleds, toboggans, snowshoes, skates, hockey sticks, etc., should be active lines for several weeks yet.

WINTER GOODS—Snow shovels have been moving freely and sleigh bells are another active seller. Carriage heaters have been successfully pushed by many dealers, and they are coming into more general use.

HEATING GOODS—Stoves and heaters have had a fair sale as a result of the holiday trade, and cooking utensils, roast pans, etc., are selling well, the modern savory roaster, which bastes the fowl and allows it to retain its juices becoming more popular each year. Lamps and brass goods are also popular as gifts. Lanterns are another seasonable line displayed in conspicuous places at this season.

MECHANICS' TOOLS — Chests of tools and small children's sets have been moving freely as holiday lines, but mechanics are not buying very much at this season. Builders' hardware is not receiving much attention.

HEAVY GOODS—Tacks are subject to new discounts as follows: Blued carpet, changed from 75 to 80 off; tinned, ditto, from 80 to 80 and 15; B.B. cut, from 70 to 75, 5 and 12½; Swedes, cut, from 80 and 15 to 80 and 20; upholsterers', from 85 and 10 to 85 and 25; gimp, from 75 and 12½ to 85 and 10; trunk, from 80 and 10 to 80 and 12½; cheese box, from 85 to 85 and 10; strawberry box tacks are quoted at 75 and 12½. We continue to quote $1.95 on bar iron. Stove bolts, 80 and 12½. Bright and steel wood screws, flat, 85 and 10, and round head, 80 and 10 per cent. Brass screws are flat, 75 and 10, and round, 70 and 10, with talk of an advance.

WIRE GOODS—Next week we will be able to announce new lists on barb and coiled spring wire. The former is expected to show a decline of 10 cents and the latter is not likely to change. We quote: $2.30 f.o.b. Toronto on wire nails. Coiled spring wire is $2.75 for No. 9; poultry netting is 60 and 2½, while green wire cloth is $1.70 in 100-foot rolls.

MONTREAL METAL MARKETS.

Montreal, Dec. 18.—Trade has now entered upon the dull deason of the year, and naturally business is on the quiet side. Orders, however, are coming in well considering conditions, and there is evidently a fair amount of work in consumers' hands. The large users, are, of course, out of the market for some time, unless a strong consuming demand steps in, but the smaller buyers are keeping up well, and as their stocks are admittedly light they should supply a steady demand until the larger contracts are through. Imported pig is likely to be scarce, as there has been a steady run on store iron, while fresh exports from the Old Country will be saddled with the heavy winter freight. If some consumers have already found that they have bought too lightly what will be the condition of affairs generally later on? There is much activity among the Canadian furnaces, and some heavy lots have been sold at advanced prices.

Quotations are unchanged this week. Tin, if anything, is slightly firmer, but copper is about the same. All metals have been in request, and inquiries keep well up. Sellers are not keen on contracting too far ahead and it is evident that the future of the markets is not unfavorably regarded.

The primary markets are in a dull and uninteresting state. Tin has shown signs of recovery again, and there is perhaps a firmer tone in New York due to the improvement of tin plate operations, more mills running now than at any time since August. There is some difference between this month and last December when there were scarcely any mills running at all. Heavy shipments of metal are, however, keeping the markets back. Copper is still being well held in New York, although the speculative market in London is against the holding of prices. Conditions are on the quiet side with producers continuing out of the market, and we might say the consumer as well. Still there is an undertone of strength to the situation that is somewhat surprising, and shows how strong is the confidence felt in the metal, despite the enormous production going on. Spelter is not so firm as it was in the English market. This is not surprising, however. After figures have advanced so regularly a reaction is only natural. St. Louis keeps firm. Lead continues to show weakness. Iron and steel conditions are firm in the States. A fair number of orders are coming in and the month will apparently end more favorably than was at one time anticipated. Prices are steady and there is no disposition to shade in any quarters. Some fine steel orders have recently been placed at Pittsburg. The English iron and steel markets show improvement. Cleveland warrants are higher in price again. Altogether the situation, considering the lack of strength to the demand, and the time of the year, is not at all weak.

PIG IRON—The Canadian market has shown considerable activity during the past few days, the tonnage changing hands it is reported, being greater than at any time during the past two or three months. Several large lots of 500 tons and upwards have been sold at prices which show an advance of 50c to $1 per ton on the low prices of August and September. In fact, some small lots have realized fully $2 more on the lowest figures. There is no doubt that the improved conditions in the States have strengthened the home markets, helped by the good demand and the store prices for imported pig. It looks as if imported pig will be hard to get later on as the stores are rapidly being depleted, while additional imports will have the heavy winter freights to carry. It is evident that many consumers have totally underestimated their requirements for the winter, some heavy rush orders coming in this week. We continue to quote Middlesboro No. 3, $19.50; Summerlee No. 1, $21 to $21.50; No. 2, $20.50. The English situation is showing an improvement, cables on Cleveland warrants giving an advance of about sixpence a ton, the tendency still being upwards. Cable inquiries for delivery at opening of navigation have brought out figures which are considered high, the opinion being that producers are very confident of a strong market four or five months hence. United States markets are firm but quiet. Some good orders have been placed, while inquiries are numerous and point to a continuance of the volume of trade now being done. Prices are firmly held.

TIN—Trade has fallen off locally as was only to be expected, but at the same time a steady business is being done in a wholesale way. Prices are unchanged, although the shading noticed last week still obtains. We continue to quote 33c for ordinary jobbing lots. Tin in the primary markets has shown a tendency to improve again. Consumption has been dull, although the announcement that extra plants are now running at Pittsburg gave firmness to the New York market. The tin plate situation in the States is said to be now back at normal, which is very satisfactory reading. Speculation has been quiet in London, but with heavy shipments and little trade, this market has been irregular.

COPPER—There is no change in the market, and we continue to quote copper at 15½c for ordinary jobbing lots. As in tin, business is quieter but keeping

up well considering the time of the year. Inquiries are good, and heavier trade may come through at the commencement of the year. The primary markets are still in about the same condition. New York is holding as firmly as it can to prices, while London, with its speculative movements, does its best to weaken the position. Just now English figures have been showing decided weakness, which, in view of the dull conditions all the way round, is only natural. Production goes ahead at full pressure in the States, while at the same time producers are not anxious to make sales, neither, however, are buyers particularly anxious to come to terms. Despite the uncertainty which exists, the market keeps remarkably firm in the circumstances, and strong confidence must be felt in the future of the metal.

SPELTER—Good business has been done in spelter at the unchanged price of $5.50. The English market is not so strong, but still quotations have weakened but slowly. A reaction is only to be expected after such a strong upward movement. Buying is reported as very good. The St. Louis situation is about the same. Prices are held, but there is some doubt as to whether the figures are not too high for the strength of the demand.

LEAD—Fair business is being done at $3.80 for imported pig, but the market is not so strong as it was. English figures continue on the down grade and if the progress is continued local prices must follow.

OLD METALS—Trade is fair, with no change in prices. We continue to quote: Heavy copper and wire, 11½c; light copper, 10¼c; heavy red brass, 10½c; light brass, 6¼c; heavy lead, 2½c wrought iron, $11; No. 1 cast, $12.50; No. 2 cast, $9.

TORONTO METAL MARKETS.

Toronto, Dec. 18.—The metal market is pretty quiet and there are no changes in price locally. There will be no material alterations in the situation until after the first of the year. The iron situation is uneventful, but there is a strong feeling of confidence. The consistent effort to raise the price of pig iron is not resulting in consumers rushing in to buy any large lots. A large Toronto concern, a few days ago, offered to place an order for 1,000 tons, spring delivery, with the Hamilton Iron & Steel Company at $18, but the order was not accepted at that figure. This, taken together with the fact that last week a discount of five per cent. was refused on 1,000 tons placed by a rival firm, would indicate a strong undertone on the part of the producers as to the future. The feeling is decidedly strong in the line of a firmer market. Another interesting fact in the situation is that the Ontario Iron & Steel Co., Welland, have just received an order for the steel work for 25 locomotives for the Canadian Locomotive Co., Kingston, which are being made for the G.T.P. The rolling mills at Welland will also resume after the new year. There are no alterations to record in prices for other metals. Tin is unchanged, and copper is quiet. There is little doing in lead, while spelter is easier.

PIG IRON—There is not much transpiring just at present and nearly all orders are for small lots and conditions are improving. Middlesboro is now a little higher in England, but there has been no decided variation for some weeks. There is always a normal slowing up of trade activity at this period of the year. The quotations are: No. 3 Middlesboro, $21; No. 1 Cleveland, $22; Canada Foundry, $18.50.

TIN—There was a decided decrease in the English market at the first of the week, when the figure lowered to 34s. A reaction set in later, and the former quotation was being reached at the middle of the week. The situation is unchanged locally and business is quiet. We continue to quote $32.25 to $32.50.

COPPER—There are rather more inquiries locally than last week, but conditions are not active. The prospects are that things will be quiet until after the holidays. The figures are unchanged at 15c and 15¼c.

LEAD—There is very little lead moving and no new feature is shown since last week. Dull and unchanged is the state of affairs. Imported pig is still selling at $3.80.

SPELTER—This is slightly easier outside and unchanged locally. A certain reaction is setting in after the recent activity, not many orders being placed. The figure $5.50 of last week still holds.

SHEETS AND PLATES—The future is bright and jobbers report that they are doing a fairly satisfactory business in these lines. The mills are moderately busy and several orders are being placed now for spring delivery. There is no change in prices but the outlook is regarded as encouraging.

OLD MATERIALS—There is little doing and the outside figure in some lines has been reached. As many foundries and factories are taking stock at this season of the year there is not much selling or buying. The figures are: Light copper is quoted at 10¾c to 11¼c; heavy copper wire, 12c to 12½c; heavy red brass, 10¼c to 10¾c; heavy yellow brass, 8¾c to 9c; light brass 6½c to 6¾c; heavy lead, 3c; zinc, 3¼c to 3½c; No. 1 wrought iron, $10; stove iron, $12; machinery cast iron, $14.25; rubbers, 8c to 8½c.

WINSTON HARDWAREMEN'S XMAS

(Continued from page 40.)

perated. It must be George's fault he argued and he immediately proceeded to vent his wrath on that individual.

George was a good clerk and nobody knew it better than he. The quarrel resulted in George putting in his resignation and applying for a position with Si.

Si jumped at the chance of hiring George because it would leave Bill in a tight place; but something unforeseen happened. Si's head clerk was angry. He saw the chances of his being supplanted and he immediately went down and hired out to Bill.

Clerk Brought About Reconciliation.

The Sunday before Christmas rolled around and Si and his new clerk had a long talk. "I have nothing against you, George. Of course you did what you were told to do by that scoundrel, Bill Wright," said Si. "I haven't made a dollar in five years and I want you to get just as good prices as you can; but if you get in direct competition with him or get one of his customers just cut the stuffing out of the price. Bill started this price-cutting and I'm going to see it through."

"Bill says that you are to blame," replied George. "Nonsense, didn't you fellows sell Chris. Beaver his nails for two thirty-five?"

"Yes, but you offered them to him for that." "I did not."

"He said you did."

"Honest?"

"I would have no object in lying about it, and I believe that half your trouble came about in just such a way. Why don't you and Bill get together and make a little money? I believe you are both candidates for the poor house."

A very similar conversation was taking place in Bill's office between Bill and his new clerk.

Two very thoughtful men went to their respective homes that day. Monday was Christmas and the stores were closed.

The more Si thought the matter over the more determined he became to take the initiative in trying to come to an understanding with Bill.

Finally he sent word down to Bill that he would like to see him that afternoon at the store. Bill appeared at the time appointed and while it was some time before the ice was broken they soon got down to business.

Many instances were recalled when the customer by lying had caused the ruinous price-cutting; and while Si and Bill didn't fix up any schedule of prices, they did agree that each was entitled to a living profit and that each other's rights would be respected in the future.

A Good Xmas for Both.

The compact worked to perfection, but it would have failed had they not met frequently and discussed matters that otherwise would have led to the old condition of affairs.

They even went so far as to order a car of roofing between them to save freight. They attended the hardware conventions together and posted each other on the credit of doubtful customers. It became easier to do business as the people soon learned that it was no use to "Jew."

"The most profitable Christmas I ever had," Si would say, "The best Christmas present I ever received," said Bill, "was that time I was handed a little bunch of horse sense."

Si and Bill eat their Christmas dinners together now in celebration of the turning point in their business careers.

Trade News From Atlantic to Pacific

Maritime Provinces

Ontario Firm Does Good Trade at Sydney—Making Gas Engines at Lunenburg—St. John Firm Makes Fine Display of Brass Goods.

HALIFAX.

December 14.—There is not much doing in the heavy lines in the hardware trade at the present time, but business in the retail branches is fairly good. Trade on the whole has been much better this season than last, due principally to the fine, open weather. In some districts the prospects for the lumber industry are good and men are already in the woods. The cut, however, will not be very large this season. Jobbers are looking forward to a good spring trade in twines, nets and cotton lines.

The City Board of Works this week opened tenders for 500 barrels of cement, as follows. William Stairs, Son & Morrow, $51.05 per 100 pounds; E. F. Stevens, at $52.02, and Brookfield Bros., at $57.05. The Board will recommend to the Council the acceptance of the first-named tender.

J. J. Turner, of J. J. Turner & Sons, of Peterboro, was in Sydney last week. Mr. Turner's firm does an extensive business in Sydney and other parts of Cape Breton, through the McLeod Hardware Company, in awnings, tents, bunting, etc.

The Lindsay Construction Company have completed their contract with the Dominion Coal Co. for the construction of the branch railway from Grand Lake to Waterford, and the grading about collieries Nos. 10 and 12.

The Marine & General Engineering Company, of Sydney, have moved into the plant at Kings Road, considerable machinery from the Coxheath Copper Mine. Some of the machinery of the sawmill there has also been transferred to the Engineering Company's plant, and a quantity of the mine apparatus will be stored at Coxheath until it is required.

The mechanical staff of the Dominion Coal Company are busily engaged in erecting a new fan engine house at Dominion No. 6 Colliery, and it is expected that the work will soon be completed.

Norman Horton, mechanical superintendent of the new Burrill-Johnson Iron Co., of Yarmouth, was in Annapolis recently for the purpose of measuring the new ferry boat for her machinery.

The Lunenburg Foundry Company has just completed a fine gas engine. This is the first gas engine ever built in Lunenburg County. The firm has orders on hand for several more of the same type. The company propose to manufacture engines from three to eight h.p.

The Nova Scotia Carriage Company's plant at Kentville, N.S., has been purchased by McKay Bros., of Souris, P.E.I., who carry on quite an extensive business in the same line. They will operate the plant at Kentville after the first of the new year. The latter plant has been closed down for some time.

There was a slight fire in Cameron's hardware store at Charlottetown last week. The fire started among some oil in the cellar, but the blaze was extinguished before any serious damage resulted.—J. H.

ST. JOHN.

Dec. 15.—Business is very brisk with the retailers, especially in fancy goods and Christmas trade bids fair to be as good as in any previous year. Emerson & Fisher are showing many novelties in brass and copper ware. They have just opened up a consignment from Austria of fern pots, jardinieres, coal pots and hods, some of which are unusually massive. Hot water kettles and brass and copper water jugs are also included in the assortment, which is now occupying one of their large show windows.

J. A. Pugsley has purchased from Emerson & Fisher, one-half of their property in Prince William St. The lot purchased is 50 feet frontage and 200 feet deep and Mr. Pugsley will erect a brick building as an automobile livery and garage. The plan is to use it for a salesroom and a livery. G. Ernest Fairweather is the architect and work will be commenced soon so that the new structure will be ready for spring.

George J. Drummond and W. F. C. Parsons, of the Canadian Iron Corporation met the Provincial Government on Thursday, Dec. 11, and asked for concessions in connection with the proposed development of valuable iron deposits in Gloucester County. They asked for a bond guarantee for a railway from the mines to Bathurst and also for the right to cut lumber from the crown lands in that vicinity to be used in connection with mining operations. They declared that the iron deposits of Gloucester County were undoubtedly the richest in Canada and that there were already 50,000,000 tons of ore in sight. The Government after carefully going into the matter, practically agreed to enact legislation granting the concessions asked for by the company with certain restrictions necessary to protect the public interest. The company will expend $200,000 in providing docks and it is their intention to establish smelters in the near future. It is believed that this work will not only lead to the development of a great iron industry near Bathurst but will lead to explorations being made in other sections of the province, that may mean great development in the future. As soon as the railway is completed the company will undertake to ship 2,000 tons of ore a day, which will mean a substantial revenue to the province. It has been given out that the railway to be built will cost not less than $25,000 per mile. Already the company have assurance that a subsidy of $6,400 per mile will be forthcoming from the Dominion Government.

St. John is likely to have a new industry. Stewart and Pazzant, two expert moulders at present employed with the Seaside Foundry Co., of Plymouth, Mass., are contemplating the opening of shops in this city for the manufacture of small steel castings. Both men formerly lived in St. John. It is understood they will open a foundry in the spring.

The Provincial Government has awarded a grant of $5,000 each to Fredericton and Chatham for exhibitions in 1909.

The executive of the St. John Exhibition Association has selected September 6, Labor Day, for the opening of the 1909 exhibition. Should St. John secure the Dominion grant this will be the date of the Dominion Exhibition opening.

J. E. Porter & Sons, general store, at Andover, Victoria County was totally destroyed by fire on December 8. There was $4,000 insurance on the building and stock but the loss will be very heavy. Sutton's Hardware Store adjoining had a very narrow escape from destruction.

James H. Doody, plumber and steamfitter, returned last week from a visit to Cuba. Mr. Doody is interested in the new Havana-Boston-St. John steamship service which has been proving so successful.—W. E. H.

NEWCASTLE, N.B.

Dec. 14.—The hardware merchants of Newcastle report business about on a par with last year. There will be less lumbering done this winter. Many firms will cut less, while John McKane will cut none at all.

The Canada Iron Corporation will build their new railway in the Nepesiquit iron mines.

Miss Margaret Archibald Thompson, daughter of Senator Thompson, of McFarlane, Thompson & Anderson, the Fredericton, N.B., foundrymen, was married last week to Francis Edward Winslow, secretary of the McFarlane-Neill Manufacturing Co., of St. Mary's, N.B.

A new company has been formed in Amherst, N.S., which has brought the patent rights of Joseph Heaton, late of Hampton, N.B. The company purpose manufacturing acetylene generators and other articles in connection with heating. E. A. Chaters, of Sussex, and A. N. Charters, of Moncton, are on the directorate.

It is said that Milltown, N.B., may soon have an immense shoe factory. The Slater Shoe Co., of Montreal, the largest shoe concern in Canada, are negotiating for a site in Milltown, where there is great water power, which will be much cheaper than steam.—H H. S.

Province of Quebec

Buckingham Man Buys Store at Alexandria—Displays Made by Montreal Hardware Stores.

MONTREAL.

December 18.—Taking a glance at the various stores in the city it is easy to realise how late the Christmas season is this year. Not only have dealers made their purchases later, but the Christmas displays are also behind time. A Christmas touch has been given here and there, but the real display, with its holly and other seasonable decorations has been conspicuous by its absence. This is a great mistake for every day missed means so much time gone for attracting and stimulating a demand. Why things should be so behind hand nobody seems to know, except that circumstances have made them so. It is evident that in the next few days merchants will have to get things going at express speed.

A hardware man who believes in carrying full lines of goods suitable for Christmas presents is L. J. A. Surveyer of St. Lawrence Boulevarde. His store being so centrally situated, he is able to command a most comprehensive sale and he has in consequence a better chance of disposing of some lines than other stores further away. At the same time H. A. Bernier, the energetic manager, is of opinion that hardwaremen would find it pays them to go in more extensively for Christmas goods and push them well. In addition to cutlery in cases, carvers, child's sets, forks and spoons, tea kettles, tea pots, coffee pots, safety razors, and various aluminum goods, M. R. Surveyer carries a good line of cut glass such as bon-bon dishes, decanters, berry dishes, fruit dishes, etc. In fact a customer would be hard to please who would not see something that would make a suitable present. Another strong line carried in the store is hunting watches and compasses. Mr. Bernier said that in buying a gun a sportsman could generally be persuaded to add both these useful articles to his equipment. Mr. Bernier is a great believer in good displays and therefore his windows are also attractive to the eye.

How attractive tool displays can be made is apparent from the windows of the Jas. Walker Hardware Co., St. James Street. Here various lines have been shown in the most artistic way, and it is evident from the effect on the passer-by that if dealers paid more attion to tools as subjects for their windows they would stimulate the demand. There is no reason, as F. Max Hill, the courteous manager of the Jas. Walker Hardware Company said, why tools should not be made a larger part of the Christmas trade. Tool chests, with their alluring range of tools, are most captivating, not only to the young carpenter, but to those of older growth such articles make not only acceptable but useful presents, which cannot be said for a good many other goods sold at this time of the year. One window especially at this store commands attention. With background and sides of green baize, a tool cabinet and a chest are shown overflowing with good tools, and surrounded in a neat design with saws, hammers, mitre boxes, planes, hatchets, etc., and a smart looking display cabinet of whetstones. Hung in the window was a card with the appropriate words, "The store of practical gifts for Christmas." In other windows were displayed jig saws, tool holders, automatic drills, fret saws, bracket saws, etc. It is evident that Mr. Hill thinks strongly of his tool department at Christmas time, and his example might be followed by other merchants with advantage.

At the annual meeting of the Montreal Hardware and Metal Association of the Board of Trade, J. R. Kinghorn of the Montreal Rolling Mills, presiding, reference was made to the absence of metal quotations on the exchange, and it was decided to make an effort to have them placed there. The election of officers resulted as follows:—President J. R. Kinghorn; vice-president W. Starke; treasurer, J. H. Hanson; directors, W. H. Dorken, H. J. Fuller, C. H. Godfrey and Watson Jack. The president, who had represented the association of the council of the Board of Trade during the year was unanimously chosen for re-nomination for election to that body.

Despite objections from the railroads and other bodies the project for a winter carnival in Montreal and the erection of an ice palace is being actively forwarded. The necessary subscriptions are rapidly coming in, various hardware and allied stores contributing. The carnival will be extensively advertised in the States, and it is estimated that a large sum of money will be spent in Montreal by the visitors.

On Monday the night classes of the Montreal Technical Institute were officially opened by Earl Grey, at the Technical and Commercial High School. A thorough examination was made of the various classes. Earl Grey was impressed with the thoroughness of the tuition provided, and with the energy of the students, but at the same time he said that Montreal was far behind cities of equal size in Britain in her endeavors to give facilities for the acquiring of technical education. An important announcement was made by Hon. W. A. Weir, Provincial Treasurer, who said that if the manufacturers, whose interests it was to help any institution seeking to add to the number of skilled workmen, would not provide funds, then the Legislature would have to step in and do what the manufacturers failed to perform.

BUCKINGHAM.

R. H. Cowan, manager of the Traders' Company, Buckingham, leaves in January for Alexandria, Ont., where he has purchased the stock of P. Leslie & Son. Mr. Cowan has secured the MacDonald Building, next the post office on Main St., which entirely new premises should make an ideal hardware store.

Mr. Cowan received his hardware training in Ottawa, some eight or nine years ago, later being on the staff of Lewis Bros., Montreal, leaving them to take over the management of F. J. Wilson & Co.'s hardware store in Buckingham. Two years later this company sold out to the Traders' Co., and he succeeded to the management of the new

R. H. COWAN, Montreal.

firm, which position he has held up to the present time. He is well and favorably known to gripmen along the North Shore, and together with being a sterling salesman of forceful qualities is a splendid stock-keeper and judicious buyer.

Mr. Cowan has always taken a prominent part in athletics, particularly hockey, last year occupying the president's chair of the Buckingham Hockey Club and through his untiring efforts and good generalship, piloted his club to the championship of the Lower Ottawa Valley, winning the MacLaren Cup, this being the first time the cup has taken its winter quarters in Buckingham for four years. His loss will be greatly felt in the Buckingham hockey circles. Alexandria puck chasers will be lucky to have such an addition to their sporting circles, as no doubt Mr. Cowan will be easily persuaded to get in the swim in his new sphere.

Ontario Trade News

Brantford Merchants to Hold Trade Excursions—Christmas Trade Developing Satisfactorily—Santa Claus Window Display at Peterboro.

OTTAWA.

December 17.—Hardwaremen and everyone else in business are making strenuous efforts to obtain a liberal amount of the holiday trade and from reports received there is no doubt that the several efforts put forth are proving successful in fruit-bearing.

Hockey is the chief sporting topic now. There is a senior amateur league and a senior professional league. Then there will be the City League, the Manufacturers' League, the City Intermediate League, the Church Hockey League, and other minors.

The heating system of the Carnegie Library, which has been undergoing repairs under the direction of Currie & Livack, has been tested and proved highly satisfactory. Last year the building was too cold for comfort, so the change was made during the summer. The betterment was obtained by lowering the pump, making alterations in the boiler room and installing more radiators.

Duncan Brown, blacksmith, is one of the candidates for the Public School Board in St. George's Ward.—G. E. M. H.

KINGSTON.

December 17.—The cold snap of the past week or so has made things brisk in the hardware trade, and notwithstanding some drawbacks, the merchants are looking forward to a most successful winter's business. Christmas trade commenced with a rush this week, and promises to equal any previous year. Kingston and vicinity have been enjoying good sleighing for about two weeks, and this has brought about a keen demand for sleds, sleigh bells, skates, hockey sticks and other sporting goods. All the hardwaremen have fine displays.

The City Council has decided in favor of submitting a by-law granting a bonus of $10,000 to Wormwith & Co. to rebuild their piano factory, destroyed by fire Dec. 5, the company to be exempt from all taxes, excepting school tax.

The Shipway Iron, Bell & Wire Manufacturing Company, Toronto, has just completed the work of placing fire escapes in the Hotel Congress.

The death occurred here of Miss Carrie Morley, daughter of the late Samuel Morley, for many years a hardware merchant in this city. Deceased was ill a week, with pneumonia.

John Lemmon, hardware merchant, is this year completing three years of faithful service on the local Board of Health.

A lucky find was made a few days ago at the zinc mine of H. W. Richardson, at Long Lake, near here, when a rich vein of zinc was found, 800 feet long, and from 12 inches to 4 feet in width.

Information has just been given out here that the Montreal Transportation Co. will, within the next three years, have about 20 new steel barges of full canal length, running on the river from Kingston to Montreal. They will hold 40,000 bushels, and two of them will be able to carry the ordinary steamship load.—E. G. B.

PETERBORO.

December 17.—The electric locomotive, which was fitted up at the Canadian General Electric Works, here, with motors, etc., has left the shop and is being taken by degrees to its destination at Shawinigan Falls, Quebec. It was at first arranged to have it loaded on a flat car and a skidway was built up to one with a capacity of 50 tons. But the engine weighs about 56 tons, and before it was loaded it was found it was too heavy. It has now been decided to run it along behind a way-freight, stopping at Havelock and Smith's Falls, so as to be certain it will be in good running order when delivered. It has two trolleys when in operation, and there are four motors that provide power. Two men are required to operate it, and it travels at a speed estimated at 30 miles per hour with 30 freight cars as a load.

The Kingan Hardware Company raised the curtains of its window on Monday night to a scene that greatly delights the younger folk and many of the older ones, too. A red deer, mounted, and drawing a sleigh in which sits an effigy of the immortal Santa Claus, wrapped in his warm winter garb, are the central features. The old man carries a lantern in one hand and with the other attends to the reins and the whip.

The Best Stove & Hardware Co. are making good use of show cards in their window this week. They are nicely printed and very catchy, as, "A Sure Cure for Cold Feet," to represent one of their ranges, illustrates.

A cooking demonstration took place during the first three days of this week at the stove showrooms of F. J. R. MacPherson & Co. An expert from the Supreme Heating Company was there to superintend the demonstration of their new patent cooking ranges. The range, it is claimed, saves in fuel equal to fifty per cent. in soft coal or wood, and thirty per cent. in hard coal. It also consumes its own smoke and gases.

The Best Stove & Hardware Co. agents for the Happy Thought range, have a Happy Thought bowling team, composed of Ray P. Best, Wm. Campbell and Ernest Bruce. The team now leads in the Y.M.C.A. bowling tournament.—B. T. H.

TORONTO.

December 16.—Several important changes are being made amongst Toronto hardware firms. Most important of all is the change recently announced by which the old firm of Rice Lewis & Son is taken over by Fisher & Gilverson, with the store building located on Victoria Street.

Next in importance is the change to be made by the Vokes Hardware Co., who, as Hardware and Metal announced some months ago, will vacate their present premises next spring and will establish themselves in a new six storey brick building, 30x120 feet, at Queen and Bond Streets. The building is to be occupied entirely by the Vokes Co. who, according to Miles Vokes, president of the company, are to launch out into a general wholesale hardware business with travelers calling upon the retail trade.

Nearer Yonge Street, on Queen East, McDonald & Wilson, stove and lighting fixture dealers are to build a large store and warehouse, removing from their present location on Yonge Street.

J. L. Vokes & Son are a new firm to be established in large premises on King Street West, near Bay Street. Mr. Vokes, who was associated with the Vokes Hardware Co. until last summer, has purchased a large quantity of goods in Great Britain and the firm will do a general and builders' hardware business.

The Brooks Sanford Hardware Company, who assigned a couple of months ago, have been succeeded by the Canada Plate Glass Co., who were figuring on purchasing the business when the assignment took place. The stock is to be transferred to the glass company's large premises on Richmond Street East and fine display and sample rooms established, the glass and mantle business being under the management of John McConnell, the builders' hardware under R. B. Freek and the general hardware under John Brooks.

T. W. Brown, formerly a traveler with the Kemp Mfg. Co., and E. T. Wright & Co., has opened a hardware store at 242 Carlton Street, near Parliament.

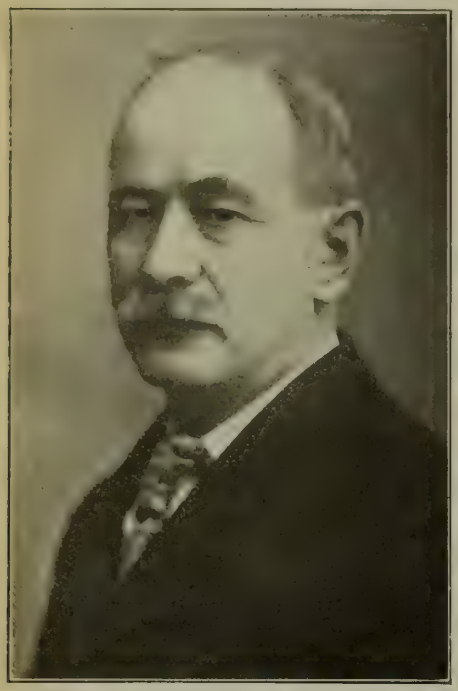
Still another hardware store is to be established in the down town district by the Inter Agents Limited, who are interested in the farm implement trade and believe that hardware and implements work closely together.

On January 1 the Dominion Wire Mfg. Co. are closing their Toronto branch warehouse, but will maintain an office at 27 Wellington Street East, with W. F. Hodgson in charge. T. F. Hodgson, who formerly had charge of Toronto takes the Western Ontario territory, replacing R. B. Coulson. Mr. Hodgson has had experience both in the

T. F. HODGSON, Toronto,

Who Will Represent the Dominion Wire Company in Western Ontario.

office and on the road and his many friends will wish him success in this connection. He has been with the company for the last eighteen years and is familiarly known as "Tommy the Wire King." R. B. Coulson, along with Thomas Blaikie, Eastern Ontario re-



ALBERT WELCH, Toronto,

Candidate for Alderman in Ward Four.

presentative of the company, is establishing a manufacturers' agency at Montreal,

T. H. Hamilton has retired as general manager of the Canadian Oil Companies, Toronto, and a new head is to

FRED. G. McBRIEN, Toronto,

Candidate for Alderman in Ward Six.

be chosen during the coming week. Some Hamilton shareholders are dissatisfied with the change by which the control of the company has been acquired by Americans.

Albert Welch, stove dealer, and Fred. G. McBrien, hardware merchant, are candidates for aldermen in wards four and six respectively, each having good chances of success. Mr. McBrien was a candidate a year ago although under 21 years of age at the time. He came within 340 votes of election, running fifth in a field of thirteen. He has a record for independence and progressiveness. Mr. Welch's twenty years' business experience makes him a strong candidate in his ward.

Harry F. Moulden, manufacturers' agent, Winnipeg, was in Toronto this week renewing acquaintanceships with his many old friends in the trade. —W.W.

HAMILTON.

Dec. 17. — Merchants report the Christmas trade as developing fairly well. Fine weather has prevailed during the past week and good crowds have been about. The hardware men are receiving their share of the business, and, if good weather conditions prevail, last season's receipts for December will undoubtedly be excelled. The chief call is for cutlery and other household articles. So far there has been little snow or ice and the result is that there has been little doing in the sale of skates and sleighs although some purchases are being made in these lines for Christmas presents.

The Gartshore-Thompson Pipe Foundry has secured a large piece of land adjoining its premises, from the city for the purpose of extensions.

An important mercantile transaction is reported this week in the acquisition of the Simpson Brick Company, of this city, by R. E. Carter and V. V. Stevens, owners of large lumber interests in Toronto. The former is to be the president of the brick company and the latter the secretary-treasurer. They will transfer their lumber business to this city.

Representatives of the American Car and Foundry Company, Buffalo, have been in the city looking for a site on which to establish a Canadian branch. It is practically settled that the firm will commence operations here.

The affairs of the Skedden Brush Company are in a very muddled state. It got into difficulties a few months ago, and it is claimed that Edward Mulay took over the business and appointed Edwin Skedden to take charge of it. Then Mulay failed and assigned to Walter Anderson, an assignee. When Mr. Skedden and his associates heard of this they secured an injunction to restrain the seizure and when Anderson went to make it he was locked in a room until released by a detective. Further legal entanglements will likely follow.

The official figures of the building operations in Canada for November place Hamilton at the top of the list with an increase of 135 per cent. over the same month last year.—D. L.

CHATHAM.

December 15.—The Christmas season is now pretty well under way, and hardwaremen report that Christmas goods are beginning to move. Though there is no ice on the river yet, at least one merchant is beforehand with a display of skates, which the demand for Christmas presents will probably help him to unload. Though most merchants are optimistic, there are some who doubt if the Christmas buying this year will in the long run be as heavy as was generally anticipated. A large number of merchants in all lines stocked up pretty heavily in anticipation of a busy Christmas trade, and it is to be hoped that Christmas buying will be up to the mark. Tasty window display and aggressive advertising, devoted to seasonable goods, should have a beneficial effect in moving out the Christmas stock.

Window displays are commencing to pick up again. J. C. Wanless this week has a tasty red, white and blue cutlery and glassware display, designed by Sep. Poole.

Ald. W. H. Westman, for the past year chairman of the Civic Industrial Committee, last week definitely announced himself as a candidate for the Mayoralty. Ald. Westman has a comprehensive platform, including strict economy, the securing of new industries on reasonable terms, no new sidewalks unless necessary. Ald. Westman is conducting an aggressive and spirited campaign, and is making ample use of advertising space. His sole opponent so far is Ald. Edmondson, though there is talk of one or two other candidates.

The regular monthly meeting of the Retail Merchants, scheduled to have taken place last Tuesday night, did not materialize, the executive feeling that the merchants were too busy with preparations for the Christmas season to turn out. The next meeting will be held on the second Tuesday in the new year.

A sixteen-foot channel for the Thames was strongly urged at the meeting of the Board of Trade last Thursday evening, and it was unanimously decided to petition the Government to have the river dredged and deepened. The benefit to Chatham would be incalculable. The chief market for Chatham's industrial products is in the Northwest, and a reduction in freight rates in that direction, as well as on incoming building and other material, would be a big thing for the city. The Board passed a resolution urging that the Industrial Committee of the City Council, which hitherto has had largely to do with negotiating for new industries, be abolished, and its work transferred to the Board of Trade, the complaint being voiced that as matters now stood the Board had little or no business to transact.

Ald. Westman, of Westman Bros., voiced a vigorous complaint at the Council meeting on Monday night concerning the manner in which, it was alleged, other local plumbers and gasfitters were apparently sidetracked in favor of the Chatham Electrical & Machine Co. While large contracts are, of course, let by ten-

der, there are frequently small items, involving expenditures ranging from $25 down, which it is thought inexpedient to advertise. As a rule, these contracts have been let by the City Engineer, and Ald. Westman declared that the Chatham Electrical & Machine Co. seemed to get all this sort of business, to the exclusion of other firms, which were not even given an opportunity to tender. While, in such cases, advertising through the papers would probably add unjustifiably to the accounts, plumbers, tinsmiths and others feel that every man in the city engaged in the line of work for which a small job is to be let, should be notified by letter and asked to submit figures. Several accounts presented on Monday night were referred back, and it is likely that as a result a reform will be forthcoming.

Conwright & Bell, gasfitters and electricians, have opened an office just north of the Fifth St. bridge, at 5 Lacroix Slip. Mr. Jos. Conwright, the senior partner, was formerly with the Chatham Gas Company, and is a licensed plumber. Mr. Bell is a comparative newcomer.

John Campbell, of Campbell & Callahan, tinsmiths, was in Wallaceburg last week, putting in metallic ceilings and walls for the Star Theatre. Campbell & Callahan are making liberal use of advertising space, and are conducting an aggressive campaign to secure this kind of work.

The Chatham-Electro Plating Works is a new concern which has just opened an office and started in business at 1 Lacroix Slip. P. W. Burk and G. R. Speed are the men behind the concern, which does all kinds of gold, silver and nickel electro-plating.

Robert Ross has started in the plumbing business on his own account at Leamington, after considerable experience working for various firms.

A new gasfitting concern has just been started in Chatham under the firm name of Arntfield & Jones, with offices at 12 Lacroix Slip. R. H. Jones, the junior partner, has been a Chathamite for many years, and was formerly employed with the Chatham Gas Co. Wm. Arntfield is a newcomer. The firm report business exceptionally brisk.—W. E. P.

The Prairie Provinces

Interesting Law Suit at Saskatoon—Hardware Firm Dissolves Partnership.

SASKATOON.

Dec. 12.—Some trouble has been experienced lately by local plumbers during a short spell of severe frost. Owing to the lateness of the building season several residences were not completed when the frost set in. In two or three cases where water heating systems were installed the water was allowed to freeze up over night with the result that radiators and pipes were burst and destroyed.

An interesting case being heard in the Supreme Court this week is that of J. F. Cairns vs. the Canadian Northern Railway. The action is for $31,400, being the value of a warehouse destroyed by fire last year. The warehouse in question is on the track of the C.N.R. and it is alleged that the building was set on fire through a passing engine having set fire to a pile of hay near the building. A decision is likely to be given in a day or two.

Massey & Cherry, the west-side hardwaremen, have dissolved partnership, The business will be carried on by H. L. Massey.

Curling stones, skates, hockey appliances and other cold weather goods are now kept well to the front and are selling well.

The new firehall built at a cost of $14,000 was completed this week and taken over by the city. The architect was W. W. LaChance and the contractors Marr & Son. The steam heating system was installed by the Western Plumbing and Heating Co. The Hub Roofing and Cornice Co. had the contract for the decorative metal work, and the cornices.

A new cornice is being fixed on the new warehouse of the Great West Furniture on Second Avenue. The work is in the hands of the Hub Roofing and Cornice Co.—D. G. R.

British Columbia

Condition of the Lumber Trade—Steamers to Operate Between Vancouver and Prince Rupert.

VICTORIA.

Dec. 12.—Trade is gradually brightening up as the Xmas season advances. Hardware and cutlery men are getting their show windows and stores fitted out with holiday goods, and an, at other times, dull hardware store, is becoming quite interesting, especially to the seeker for a present for "him."

C. P. Spencer-Smith, managing director for Thomas Ellin & Co., manufacturers of all kinds of cutlery is in the city this week in the interests of his firm. He is on his way to China and Japan to look after the firm's connections in the Far East. He intends returning about March via Canada.—W. B. C.

NEW WESTMINSTER.

December 12.—At the annual meeting of the shareholders of the Schaake Machine Works, of this city, an encouraging report of the business transacted during the past year was presented. Perhaps it is businesses of this kind which have suffered most during the past, what with the inactivity in the mining and lumbering industries, both of which bring a good trade to machine works, yet notwithstanding all the adverse conditions the receipts were but a trifle below the twelve months preceding. The manager, H. Schaake, announced that there was enough work on hand to keep the plant going for at least three months. The following officers were re-elected: J. Jardine, president; H. Schaake, vice-president and manager; S. Malcolmson, secretary; E. J. Fader, H. Ryall and Mr. White (Victoria) directors.—R.B.B.

VANCOUVER.

December 12.—While in the interior of the Province, that is in the territory covered by the membership of the Mountain Lumber Manufacturers' Association, there are only five or six sawmills, out of 66, in operation at present, the general opinion is that the demand will be good when things open up in the spring. Prospects are better there for the only market they have to depend on is that in the Northwest. On the coast there are several indications of renewed activity. The Fraser River Lumber Company, which is the successor to the Fraser River Sawmills, near New Westminster, is installing eight new camps on limits owned by the company on Vancouver Island. This mill restarted a short time ago, after having been remodelled and rebuilt, with greatly increased capacity. Its owners are principally Americans, and some loggers state that they are making a mistake in slashing away at the timber during such times as these. However, boats are to dock at the company's wharf at the rate of twice a month, the charters being ahead for some time, and this foreign business will use up considerable product. Then, too, the International Timber Company, which suffered a loss at Campbell River during the heavy rains early in November, is only temporarily shut down, and will log again as soon as a boom is completed. The mill of the Victoria Lumber and Manufacturing Company at Chemainus, Vancouver Island, is also very busy, one ship loading and three more due, besides the New Zealand steamer, which will carry 700,000 feet to the Antipodes at the end of this month. Altogether the outlook is not half bad, and with conditions such as these at a time considered rather dull, things should be active once a resumption of the old time business sets in.

The report of the Grand Trunk Pacific putting on a line of steamers between Vancouver and Prince Rupert is a further indication of the expansion of business on this coast. The construction of another railway in the north will not mean the elimination or the cessation of Vancouver, but will mean increased development of the Province. The territory through which the Grand Trunk Pacific runs in northern British Columbia is rich in itself and the settlement that will follow the railway will be enough to keep a large city going, together with the commerce that will accrue. One after another prominent men are coming from the East, and when Prince Rupert really makes a start, after the lots have been put on the market, substantial business houses will be found there.

G. A. Poirire, Waterloo, Que., has sold out his plumbing and stove business in that place to Alfred Beaugord.

The new hardware store of the Stafford-Agnew Co., Lethbridge, Alta., has been opened. It is one of the finest and neatest establishments between Winnipeg and the coast.

USE
Hardware and Metal Want Ads.

There are a hundred little services that a "want ad." in Hardware and Metal can perform for you.

It can get a customer for you for any show cases, counters, or any other fixtures you are anxious to dispose of: it can secure for you a set of tinsmith's tools, a typewriter, a silent salesman or any other article which you are anxious to buy cheaply.

The wider your market the better the bargain you will be able to make.

Our "want ad." page will put you in touch with practically every Hardware Merchant in Canada, and out of our thousands of readers it seems reasonable to suppose that there will be some man who is looking for just such an opportunity as you have to offer.

Rates (payable in advance)

2c. per word for 1st insertion.
1c. per word for subsequent insertion.
5c. additional each insertion.

When box number is required, write or phone our nearest office.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Safes. Fine new fireproof safe. new burglar-proof safe; latest type; prices right. The Canadian Fairbanks Co., Ltd., 26-28 Front St. West, Toronto. (44f)

FOR SALE—One complete set of tinners' tools. Quick sale. Box 27, Dauphin, Man. (tf)

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT WANTED by cutlery manufacturer in Germany. Goods are already known in Canada, having been sold for 30 years. Sole Canadian agent to be appointed. Good connections necessary. Applications to Box 2915, HARDWARE AND METAL, Montreal. (50f)

CHAINS, ANCHORS, &c.—A Lancashire firm manufacturing chains, anchors, windlasses winches, capstans, steering gears, tanks, iron buoys, pontoons, lighters, dock accessories, &c., desires to communicate with Canadian firms, with a view to opening up business connections. (1538f,45)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

RETAIL HARDWAREMAN, with wide experience, wishes to establish himself as manufacturers' agent in Toronto, and would like to correspond with manufacturers who are interested. Best of references can be given. Address Box 101, HARDWARE AND METAL, Toronto. (tf)

BUSINESS CHANCES.

Does your business need more money? Would you like to secure an active or silent partner? An outlay of 50c. or $1 for a small ad. under the heading, would probably put you in touch with the right man.

FOR SALE—$2500 share in an established hardware business. Address Box 772, HARDWARE AND METAL, Toronto. (51)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

HARDWARE business for sale in thriving western Ontario town. Good steady business for young man. Satisfactory reasons for selling. Stock about $4,000. Reasonable terms of payment. Address Box 767, HARDWARE AND METAL, Toronto. (51)

TWO good paying hardware businesses for sale in towns east of Toronto; population about 2,000 and 5,000 respectively. Good reasons for selling. For full information apply Kennedy Hardware Co., Toronto. (52)

HARDWARE and tinsmith business for sale in one of the finest farming sections of western Ontario. The very best of reasons for selling. Address Box 775, HARDWARE AND METAL, Toronto. (51)

BUSINESSES WANTED.

The business of your next door neighbor may be for sale, and you would not know anything about it. The only way to get replies from the trade everywhere, is to advertise in a paper which reaches the trade everywhere in Canada.

WANTED—To buy, hardware, stove and tin business in good western Ontario town. Stock from four to six thousand. Box 771, HARDWARE AND METAL, Toronto. (53)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

BETTER, CHEAPER, SAFER LIGHTING. — The Pitner System of gasoline lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

60,000 Shrewd merchants all over the world have paid $60,000,000 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

SHEET Metal Pattern Drafting taught by mail. A cheap, plain and practical course for tinsmiths on easy payments. Our students tell us it is fully equal to the high priced courses. Write for application blank and particulars. The Sheet Metal School, Galt, Ontario. (50)

EVERY HARDWAREMAN should handle the Time Saving Coupler. It is a sure saver of time and temper, it works simply and instantaneously, and its joints are absolutely watertight. The unusual advantages possessed by the Time Saving Coupler will make it popular among your hose using customers. (tf)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE BUYER WANTED. One thoroughly familiar with machinists' tools as well as all lines of hardware. Apply Box 770. HARDWARE AND METAL, giving full particulars of experience, salary, etc. (f)

PRACTICAL MAN, with knowledge of stove manufacturing, for assistant superintendent. P. O. Drawer 256, Hamilton, Ont. (44tf)

WANTED—Salesman to cover territory Province of Quebec and Eastern Ontario. Applicant must have good connection with wholesale and manufacturing trade and be experienced in wire and wire product lines. Box 766, HARDWARE AND METAL, Toronto. (51)

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

HARDWARE man, 27 years old, 8 years' experience Thorough knowledge of the trade, also practical knowledge of electricity, heating and plumbing, desires position as traveler for wholesale hardware or for electrical or plumbing and heating goods. Willing to work. Satisfaction guaranteed. Excellent references. Box 768, HARDWARE AND METAL, Toronto. (50)

SUBSCRIPTION CANVASSER WANTED—To solicit subscriptions for one of our publications. A retired merchant or one who has had experience as a salesman preferred. As high as $1500 a year will be paid to a first-class man. The MacLean Publishing Co., Ltd., 10 Front St. East. Toronto. (51)

WANTED—Position as traveler for wholesale hardware or tin and granitware. 8 years experience. Reference. Box 774, HARDWARE AND METAL. (51)

TECHNICAL BOOKS

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker.—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept, 10 Front St. East, Toronto.

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co. Technical Book Dept., 10 Front St. East, Toronto.

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BY PAUL N. HASLUCK

Practical handbook for the sign writer, giving concise information on the general principles of the craft. Contents are:—Formation of Letters, Strips, and Numerals; Sign Writer's Outfit; Making Sign Boards and Laying Ground Colors; Simpler Forms of Lettering; Shaded and Fancy Lettering; Painting a Sign Board; Ticket Writing; Poster Painting; Lettering with Gold, etc.

Price 50 Cents.

TECHNICAL BOOKS, - 10 Front Street East, TORONTO

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

A matter that is of immense interest to the building trade of the West, and more especially to that of Winnipeg, was the merger effected during the past week of a number of the smaller stone quarries into the Garson Quarry Company, Limited. The new organization will have a capital of $250,000, and it is expected that the output will be increased by about 300 per cent. The principal quarries are located at Tyndall, which is only 26 miles east of Winnipeg. At present the equipment of this quarry consists of three gangs of saws and one planer, and it is now proposed to increase this equipment by two double diamond saws, one single diamond, four planers, two lathes and pneumatic tools. Thus equipped this quarry will be the largest in Canada and one of the largest on the continent of America. The outlook for the requirements of building stone for next season are very bright, the list of public buildings already announced being the new Legislative buildings at Regina, reformatory at Portage la Prairie, court house at Brandon, public school at Regina, Collegiate Institute at Regina, another Collegiate at Moose Jaw, and still a third Collegiate at Prince Albert, and new post office buildings at Dauphin, Yorkton, Emerson and Edmonton; not to mention the completion of the union depot at Winnipeg. In addition to the quarry, this company will handle one of the largest lime plants in Canada. It has been pointed out by one interested in the trade in building stone that whereas the price of building stone has declined to a considerable extent since the original Garson's Limited came into being, the rate of wages for journeymen stonecutters has advanced from 50c to 60 per hour.

The warehouse commissioner during this week has made up his returns to elevators in the interior and also as to terminal elevators and this report shows that whereas the number of elevators in Manitoba has decreased some twelve in the year, and the number of warehouses by two, these decreases have been far more than offset by the enormous increase in elevator storage throughout Saskatchewan and Alberta. Saskatchewan shows an increase of 99 elevators and 6 warehouses, and Alberta an increase of 109 elevators and 8 warehouses.

The interior elevator's capacity of the Canadian West now stands as follows :

	1908. Bushels	1907. Bushels.
Manitoba, 678 elevators and 13 warehouses, capacity	20,558,500	20,983,500
Saskatchewan, 607 elevators, 14 warehouses, capacity	17,699,500	14,621,500
Alberta, 120 elevators, 14 warehouses, capacity	4,386,400	3,843,500
British Columbia, 3 elevators, capacity......	168,000	276,000

This gives the Canadian West a total interior elevator capacity of 42,812,400, as against 39,724,000 bushels last year. Divided by railway lines, the C.P.R. has 949 elevators and 28 warehouses, with a total capacity of 29,810,900 bushels ; the C.N.R., 386 elevators and 12 warehouses, or a total capacity of 10,853,500 ; the G.N.R., 23 elevators, with a capacity of 550,000, and the Grand Trunk Pacific, 39 elevators, with a capacity of 1,184,000 bushels. Last year there was not a single elevator on the line of the G.T.P. The Alberta I. R. Co., in Alberta, has 11 elevators, with a capacity of 274,000.

At the head of the lakes the elevator capacity is divided as follows :

C.P.R., in 3 elevators at Fort William	7,777,700
Consolidated Elevator Co., at Fort William	1,000,000
Empire Elevator Co., at Fort William	1,750,000
Ogilvie Flour Mills Co., at Fort William	500,000
Davidson, Smith & Co., at Fort William	75,000
C.N.R., at Port Arthur	7,000,000
Kings, at Port Arthur	750,000
Total	20,153,700

In addition to these elevators the Lake of the Woods has two at Keewatin with a total capacity of 13,000 bushels, so that west of the Great Lakes to the Pacific coast there is a total storage capacity of 62,965,100 bushels, as against 58,482,700 bushels last year, an increase of 4,483,400 bushels. Where elevator capacity has decreased in Manitoba it has been occasioned by decreased demand at points in the older parts of the province and these buildings being taken down and removed to and rebuilt at points in Saskatchewan, where the demand was increasing.

The whole statement with regard to elevators shows a very satisfactory condition of affairs and especially is this the case along the new lines of road where it is evident an effort is being made to meet the requirements of trade. There is no blinking the fact, however, that capacity is not increasing in the ratio of production and this is very easily accounted for by the present unsettled state of the whole elevator question in the west. The clamor of the Grain Growers' Association for Government-owned interior elevators is making many companies shy of extending their lines until such time as this question is definitely settled one way or the other.

For the past ten days the weather has been very fine and very mild. The heavy cold snap at the first of December, which lasted less than a week, gave fur and clothing people a chance to unload and now the weather is simply ideal for Christmas shopping and the stores are thronged all day long.

Navigation closed officially Friday, the 11th, and during that short week over four and a half million bushels were loaded out of Fort William and Port Arthur of wheat along. Full particulars of the actual season's shipments will be available in a few days.—H.

Hardware Markets.

Retail business in the city is only fairly active but reports from country points indicate a great improvement in the general demand for household hardware and a particularly good Christmas business. Wholesalers report a steady improvement in business conditions except in a few isolated sections of the country where crops were not very good. Money is circulating more freely now than at any previous time in the last eighteen months and business is in a healthy condition.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base; plain galvanized wire, 6. 7 and 8, $3.50 ; No. 9, $3.10 ; No. 10, $3.60; No. 11, $3.70 ; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25 ; No. 15, $4.75 ; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.75; 5-6x5, 6 and 7, $4.40; ⅜x6, 7 and 8, $4.25; 7-16 x7 and 9, $4.15; ½ x 8, 9 10 and 12, $4.05; ⅝x10 and 12, $3.90. All other lengths 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 per cent. copper; No. 7, 29c; 8 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7; 3-16, $5.50; ⅜, $4.90; 7-16, $4.70; ½, $4.40; ⅝, $4.20; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25 ; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGER BITS—"Irwin" bits, 47½ ; other lines, 70 and 10 p.c.

BLOCKS—Steel, 35; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

STOVE PIPES—6-inch, $9.25; 7-inch, $10.

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

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Polished Plate Glass
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We are in a position now to fill your order at an hour's notice. A telegram will bring the goods on the "next train."

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Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c.—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ p.c. Other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $36; B.B., $40.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼c; pure manila, 13¼c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12 smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs. $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.30; Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

PIG LEAD—$5.50. Lead pipe, $7.

SHEET ZINC—Casks, $8; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9.00; 1½, $10.75; 2, $14.40; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45.00; 4½, $52; 5, $58; 6, $75. Galvanized: ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON — Apollo 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28, $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28, $5.15.

TIN PLATES—I.C. charcoal 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50; ½ box, $6; IXX, full box, $13.50; ½ box, $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch, $4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59c and 54c; Solar red engine, 32c; Atlantic red engine, 29c; heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS — White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, bbl. lots, 65c. Linseed oil, raw, 64c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Dec. 18.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS—Flat head, bright, 85 brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 62c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10, Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90; buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

WESTERN CANADA GOSSIP.

James Lambe, hardware dealer, Francis, Sask., is giving up business.

J. E. Birch & Son, hardware dealers, Swan Lake, Man., have been burned out.

H. S. Trompour, dealer in agricultural implements, Griswold, Man., has sold to James McDonald.

S. F. Bowser & Co., Toronto, has sold a battery of seventeen Bowser oil tanks to McLennan & McFeely, Vancouver.

J. J. Hewitt has bought the business of the R. E. Walton Hardware Co., Medicine Hat, and will run the business under the name of Hewitt's Hardware Store. He will also conduct plumbing and tinsmithing in connection.

The employes of the Winnipeg wholesale hardware houses have organized a hockey league, and in a schedule of games will compete for valuable prizes. The officers elected are: Hon. President, H. F. Moulden; Hon. Vice-President, D. Philip; President, F. H. Agnew; Vice-President, J. M. Lynch; Secretary, J. Feir; Committee, D. Bullions and R. R. Dunn, together with the above-mentioned officers.

B. C. MERCHANTS IN EAST.

W. R. Megaw, accompanied by his son, W. E. Megaw, both of Vernon, B. C., was in Toronto this week. Mr. Megaw is a general merchant who went out west some 30 years ago, from what is now Auburn, Ont. He has built up a large and prosperous business in his town. He carries groceries, hardware, dry goods, millinery and boots and shoes. His store is 120x48 feet and a building 30 feet wide is to be erected across the back, making the full depth 78 feet. Nearby his store he has a warehouse in which he carries agricultural implements and carriages, while in this line of business he has recently opened a branch in Vancouver.

A GOOSE-HUNTING BOAT.

A goose is decidedly game and because he is a goose that is no reason he should be a fool bird and take all kinds of chances. Least of all does he take any risks that might endanger his neck—at any rate chances in the shape of a man. Neither does the goose take any chances in the color of a man. The sportsman knows his goose and treats him accordingly. When the ice breaks up and goes floating about the harbors in large cakes to find its way to the sea, the sportsman gets his plans to fool the wily goose at his own game. About the time when the ice breaks up, great flocks of geese on their way from the south spend weeks feeding in the shallow harbors along the Nova Scotian Coast, lingering around the shores of the peninsula province until the real spring has come and the milder weather begins to loosen up the ice in the regions farther north, says Field and Stream. This is the time when the sportsman dons his "ice clothes," gets out his "goose-float," and begins his campaign against the wisest specimen of the feathered tribe. The "goose-boats" are long low, squarely built affairs, made of wood, partially covered with canvas, and painted white. They will easily accommodate two men and can be propelled from the inside without oars or other aid from the outside. The paddles which propel the floats are arranged underneath the boat and are propelled by a series of chains inside the craft, as shown in the accompanying sketch. The float so closely resembles an ice cake that its occupants can approach within a few yards of a flock of geese feeding or sitting on the water.

Sheet Metal Building Materials

Cornices, Skylights, Ventilators
Finials
Corrugated Iron, straight or curved
Metallic Shingles, Siding, Coiling and Lath
Fireproof Windows, Shutters and Doors
Pressed Zinc Ornaments

WRITE FOR CATALOGUE and QUOTATIONS
RELIABLE GOODS ONLY—NO CHEAP TRASH

The Metallic Roofing Co., Ltd.
Manufacturers
TORONTO WINNIPEG

ROSS BROS.
LIMITED
WHOLESALE HARDWARE

Your customers want

Baling Wire

We have a large stock and solicit your orders.

EDMONTON, ALBERTA

The Little Paint Man extends to his many dealer friends throughout the Dominion his heartiest wishes for a Merry Christmas and a most prosperous New Year.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

483

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

GLASS OF EVERY DESCRIPTION

And for every purpose—large and well equipped ART GLASS PLANT.

GLAZIER'S SUPPLIES—Diamond Point Drivers, Points, etc.

THE
Winnipeg Paint & Glass Co., Ltd.
CALGARY - WINNIPEG

When writing advertisers kindly mention having seen the advertisement in this paper.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal water works and sewerage systems, railway or mining news, etc.

Industrial Development.

The Northern Elevator at Glenboro, N.S., was burned on Dec. 10.

Kirk & Co., manufacturers of aerated waters, will erect a new factory in Victoria.

The Cockshutt Plow Co., of Brantford, will erect a warehouse at Saskatoon in the spring.

The Western Canada Flour Mills Co. will erect a warehouse in Winnipeg at a cost of $6,000.

The McMaster Lumber Company, Kemptville, Ont., will erect a large sawmill in Hull in the spring.

The Electric Light Co., Okotoks, Alta., are erecting a building and installing machinery at a cost of $10,000.

The plant of the Prairie City Oil Company, of Winnipeg, which was destroyed by fire recently, will be rebuilt.

The Canada Flour Mills Co. will build an elevator at Fort William if the proper railway facilities can be arranged.

The Canadian Importing & Jewelry Manufacturing Co., Winnipeg, had their premises badly damaged by fire recently.

The Hamilton Street Railway Company will build new car barns and repair shops. Reinforced concrete will be used.

The Copp, Clark Co., Toronto, will erect a large new factory to accommodate their printing, lithographing and bookbinding plant.

The new wood working factory of McDonald & Boulter, North Vancouver, B.C., is complete. Several new machines have been installed.

The Weber Gas Engine Co., Toronto, the Canadian branch of a United States company, are considering the erection of a $50,000 plant at Port Perry.

Nelson City Council are negotiating with the Kootenay Motor Company and the Kootenay Jam Company, with a view to their establishing their plants in that city.

The A. R. Williams Machinery Company has decided to build larger and better quarters in Winnipeg. As a result it has closed a deal which gives it the ownership of a fine site. A fine new building, containing warehouse space and offices, will be erected.

E. D. Smith & Co., Winona, Ont., will double their present plant. Work has already begun on a four-storey building, 90 by 50 feet, and this will be completed next spring. Mr. Smith will extend the scope of his business so as to include the manufacture of preserved fruit in glasses, and possibly unfermented wines.

The Tudhope, McIntyre Co., Orillia, will manufacture high wheel motor carriages, and will have their vehicles on the market for next season's use. The firm is a combination of the Tudhope Carriage Co., Orillia, and W. H. McIntyre, president of the W. H. Kiblinger Co., of Auburn, Ind., who manufacture this class of carriage extensively. The Canadian company will duplicate throughout the lines manufactured by the Indiana company.

A pretty good showing in the way of elevator building is that made by the Atlas Elevator Co. and the Winnipeg Elevator Co. Elevators put up by the Atlas Co. at G.T.P. stations during the season of 1908, are at Scott, Reford, Landis, Kinley, Iwana, Young, Watrous, Venn, Nokomis, Lazare, Pope and Ingelow. On the C.P.R. the Winnipeg Elevator Co. have put up elevators at Elstow, east of Saskatoon, and at Traynor and Wilkie. On the Moose Jaw extension six or seven elevators were put up during the past season. Lumber yards have been established at Reford, Landis, Kinley, Young, Watrous, Leney and Venn on the G.T.P., and at Zealandia and Delisle on the C.N.R. Goose Lake branch.

Public Buildings.

Clayoquot, B.C., will erect a public hall.

Dundas, Ont., will erect a Carnegie library.

Vancouver will have a $30,000 isolation hospital.

St. Catharines will erect a new $25,000 public school.

Brantford may build a new $100,000 Collegiate Institute.

The G.T.P. will build a $12,000 station at Wainwright, Sask.

The Church of St. John the Evangelist, London, will erect a new building.

Moose Jaw will build a new fire hall at a cost of $35,000, in the near future.

The new isolation hospital London is nearly completed. The cost of the structure was $52,000.

A school building will be erected and equipped at Strathcona, at a cost of $50,000, bonds for which have been already marketed.

Municipal Undertakings.

Toronto waterworks will, it is expected, yield a surplus this year of about $50,000.

The Council of Revelstoke will spend $10,000 to complete the civic power and light plant.

The Town of Hawkesbury, Ont., will spend $30,000 on a waterworks and sewage system.

The British Columbia Electric Railway have inaugurated an electric lighting service at Chilliwack.

Stratford ratepayers will vote on a by-law to take 1,000 horse-power from the Hydro-Electric Power Commission at $27.10 per horse-power.

The sewage disposal plant of Toronto will be pushed ahead with all possible speed. A site has been decided upon and the general scheme for the tanks has been arranged.

The Canadian Electric and Water Power Co. have issued a writ against the Town of Perth, Ontario, for $3,000 for hydrant rental for 1905-6-7. The town will fight the action.

To Verdun town belongs the distinction of having the first municipal water filter plant on the Island of Montreal, and in a few weeks the new town will be supplied with filtered water for all purposes. Water is taken at a distance of 1,000 feet from the shore, in the main current, and runs by gravitation into a large steel well, from which it is pumped and filtered.

General Building Notes.

The Imperial Bank will build a branch in Bolton, Ont.

The building permits in Moose Jaw this year total $478,925.

To date $300,000 in building permits have been issued in Brandon.

A $250,000 apartment house will be erected in Montreal on the Cote des Neiges Road.

Moose Jaw building permits show a decrease this year, the figures being $428,925; for the last two years the totals were 1906, $556,424, and in 1907, $706,573. The two largest permits this year were the Saskatchewan Flour Mills $150,000, and the new Collegiate $120,000.

Recent building permits in Toronto include:—John T. Aggett, dwelling, $6,000; Harvey Quilting Company, alteration to factory, $4,500; J. McKenney and J. E. Johnson Co., pair stores and dwellings, $7,000; J. Mills, pair dwellings, $5,000; E. Elliott, pair dwellings, $3,800; F. A. Jacobs, dwelling, $6,000; W. J. Herod, dwelling, $5,000; Henry Durke, dwelling, $5,000; Woodgreen Methodist Church, 1 storey, Sunday school, $5,000; Geo. W. Gouinlock, dwelling, $8,000; W. J. Webb, pair dwellings, $5,000; W. E. Watson, two detached dwellings, $8,000; J. F. Stanton, dwellings, $6,000; R. Tew, pair dwellings, $6,500; J. D. Allen, apartment house, $10,000; A. Waters, three dwellings, $5,100; Almond & Page, pair dwellings, $7,000.

Concrete Construction.

A new concrete wharf, 518 feet long, is being built at Lakefield, Ont.

McCoy & Wilford have just completed the construction of a $50.000 concrete dam at Bobcaygeon.

The new concrete bridge has been completed at Buckhorn, in Peterboro County. It is 400 feet long and in width is 14 feet clear. The dam beneath the bridge has also been finished. It is built of concrete with reinforced girders.

Companies Incorporated.

The Wire & Cable Co., a Quebec incorporation, has been granted a license to do business in Ontario.

The Standard Valves, Limited, capital $20,000, Ottawa; provisional directors, Hugh Burnet, Fred. W. Mosgrove and R. S. Smart.

The Langdon-Davies Motors (Canada) Limited, an incorporation under the laws

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY AND HIGHEST FINISH.

A. C. LESLIE & CO., LIMITED

MONTREAL

$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908. we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

The Beardwood Agency

313 New York Life Building

MONTREAL

THE "JAXON" LAMP BRACKET

Patented, July 26, 1898

The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflecter.

Reflector is movable, permitting light to be thrown in various directions. The safe lamp fount is held secure by the spring of the wire. Finished in bright lustre.

JAXON BRACKETS and bright tin reflectors, without founts, burners or chimneys, 65c. per dozen, retail.

JAXON BRACKETS and reflectors, with founts, $1.20 per dozen.

This lamp takes a "B" burner and chimney.

Founts shipped six dozen in package. No charge for packages.

E. T. WRIGHT & CO. - **HAMILTON**

When writing to advertisers, kindly mention having seen the advertisement in this paper.

IVER JOHNSON
SAFETY AUTOMATIC REVOLVER

Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

ACCIDENTAL DISCHARGE IMPOSSIBLE

Hammer the Hammer — Accidental Discharge Impossible

ADVERTISED in all the leading Magazines and Sportsmens' periodicals.
Our advertising creates the demand. But we never sell direct where the dealer can supply.
These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.
Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

We wish our many customers and friends a very Merry Christmas and a Happy and Prosperous New Year.

The Montreal Rolling Mills Co.

of Great Britain, has been licensed to do business in Ontario.

The Russell Harvesting Machine Co., capital $250,000, Woodstock, Ont., provisional directors, Wm. Russell, James Franklin Russell and J. T. Burns.

Victoria Paper & Twine Co., capital $80,000, Toronto; provisional directors, C. F. Hubbs, W. H. Howe, H. J. Severance, R. W. Gallagher, Chas. V. Syrett, C. S. Nicholls and E. R. Mallalieu.

The Ott Brick & Tile Manufacturing Co., capital $40,000, Berlin; provisional directors, Michael Ott, Conrad Ott, Casper Braun, C. Asmussen, R. Bierwagen, H. Dotzenroth, R. Pinke and August May.

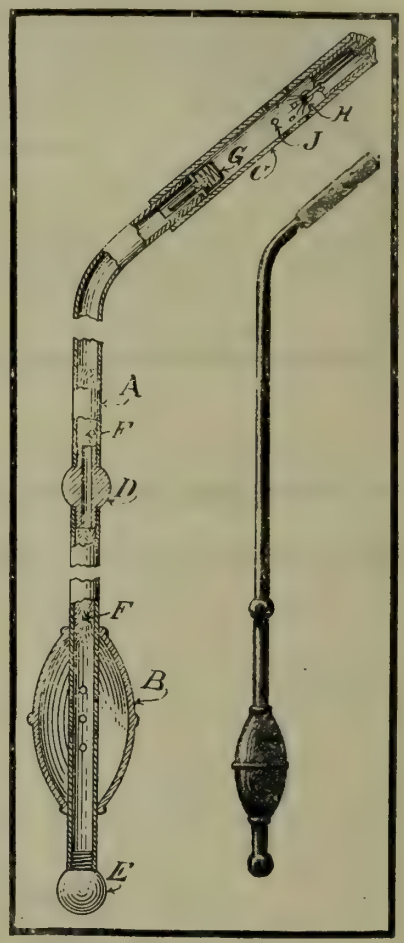
The Thompson & King Manufacturing Company, capital $20,000, Parry Sound; to build boats, launches, deal in lumber, builders' supplies, etc.; provisional directors, A. A. Thompson, Edward Thompson, Frank King, Clara Thompson and Thomas Fraser.

OPENING FOR CANADIAN HANDLES.

Opportunities to Canadian manufacturers for a larger share of business in wood handles of all descriptions in Great Britain will speedily eventuate, as owing to the gradual depletion of the forests of northern Europe, the competition from Scandinavia will diminish, and the prices from these countries will advance, indeed they have already advanced considerably. Apart from the lower cost of production, these countries are favored by very cheap water freight rates, vessels carrying cargoes to the northern ports welcome return freight of any kind at nominal rates. About this time, when they are faced by the fact of practically the extinction of raw material, they are realizing that they must obtain higher prices, and thus Canada will be enabled to command a larger share of the trade.

AN AUTOMATIC GAS LIGHTER.

Pictured in the accompanying engraving is a gas lighter of portable type, in which a flame is created at will by directing alcoholic vapors to a catalytic igniter. This is done in such a manner as to effectually prevent the possibility of an explosion or ignition of the vapor in the reservoir of the lighter. One of the figures shows a sectional view of the device. It consists of a tube A, provided at its lower end with an air bulb B, while at the upper end is a cap C, in which the catalytic igniter is suspended. The tube A consists of two members, which are connected by a coupling B. The lower end of the tube is closed by a plug E. At each side of the coupling D the tube is stored with absorbent material, saturated with alcohol. The bulb B when compressed forces air into the tube and through the absorbent material, and the air becomes saturated with alcoholic vapor. The upper end of the tube A is closed by a valve G, which opens against the tension of a spring when the alcoholic vapor is forced upward by operating the bulb. The vapor, passing through the valve D, comes into contact with a bunch of fine platinum wire, which possesses the property of becoming highly heated when exposed to gas. Thus, the gas is ignited and issues from the openings J in the form of a flame. The valve G closes as soon as the air and gas are forced past it, so that when the bulb



An Automatic Gas Lighter.

B expands, it is impossible to draw the flame down into the reservoir of alcohol, and thus an explosion or ignition in the reservoir is avoided. The inventor of this lighter is Lewis B. Prahar, 124 Pearl Street, Brooklyn, N.Y.

The man who does not put away all selfishness and live the spirit of the Christmas time is an enemy to himself and to society. Let the merry Christmas spirit be unanimous.

The stock of Iveson L. Cook, hardware merchant, Fenelon Falls, Ont., who made an assignment a few days ago, has been sold to F. W. Hill, of Cannington.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Monthly Blotters.—The Galt Art Metal Co., Galt, have issued the first of a series of monthly reminders to hardwaremen and tinsmiths. There is a good profit in a metal roofing agency if the trade is gone after and the monthly blotter will be valuable in suggesting ideas to dealers.

Heating Goods.—Butterworth & Co., Ottawa, have issued a neat catalogue splendidly illustrated, setting forth the merits and quality of their Diamond stoves and ranges, Diamond hot water boilers, warm air furnaces, hot water and warm air combination heaters. These heating lines are well-known to the trade, and the catalogue just issued displays the different goods to the best advantage.

The Plic Book.—A sample of the "Plic Book," manufactured by the Carter-Crume Co., Toronto and Montreal, has been shown the editor of Hardware and Metal. It is a duplicating letter book, with the letter-paper printed with the firm's name in regular letterhead style, and the sheet upon which the copy is made being bound in book form, the former perforated and easily torn out for mailing, leaving the copy still bound in the book. Each duplicate sheet is numbered, and an index in the front makes it an easy matter to refer to any letter that has been written. Either pen or pencil may be used in writing. These books will prove decidedly useful to many firms whose correspondence under the system now employed is not easily referred to. The fact that a copy of every letter sent is bound in a book for reference and that without resorting to the letter press, is a strong recommendation for the new "Plic" book. Samples will be sent free if Hardware and Metal is mentioned.

THE PLUMBER'S DERBY.

The compassionate citizen remarked to his plumber: "Gus, if I were a plumber and had to crawl into small nooks and corners, as you do, I'd wear a soft hat or cap. Why, your derby is full of dents." Gus replied: "I'd be a fool to wear a soft hat. This derby hat saved my head many a hard knock from pipes and beams. See, I have it packed with crumpled newspapers, which give me both inspiration and immunity."

Don't think of a success as a sort of Santa Claus and expect it to drop presents into your stocking while you sleep.

News of the Paint Trade

VARNISH CLASSIFICATION.

Varnishes in modern use are divided into three classes: Fixed oil varnish, volatile oil varnish, and spirit varnish. The solvents used are, for the spirit varnishes, alcohol, and for the volatile oil varnishes, turpentine, while the fixed oil varnishes, which are the most important of all, have, properly speaking, no solvent, the gums or resins of which they are composed having first to be melted and then combined with turpentine and linseed oil.

Spirit varnishes possess a limited value only for finishing purposes. The alcohol, evaporating, leaves a coating lacking in durability or elasticity, so that they are entirely unfitted for exposure. They are useful, and are principally used for first coats on work that is to be afterwards treated with a fixed oil varnish, filling up the pores of the wood and making a good foundation to work on. Spirit varnishes are also used to a certain extent to impart a finish to sundry articles of furniture, tool handles and other purposes not necessitating exposure to the weather, the most commonly known spirit varn sh being shellac.

Volatile oil varnish consists of a solution of the various soft gums or resins with turpentine. They possess neither the brilliancy of spirit varnish nor the durability of fixed oil varnishes, their chief mission being to mix with paint to impart a gloss. They are also used on wall paper, maps, etc. Damar varnish is perhaps the best known example of the volatile oil varnishes.

Fixed oil varnishes, the most important division of these classes, are the prevailing varnishes in modern use, embracing: Carriage varnishes, house varnishes, cabinet varnishes and furniture varnishes.

The ingredients of fixed oil varnish are three in number, consisting of copal, which is the base, linseed oil and turpentine.

If you want to stock the VARNISH that will bring customers back to your store for more VARNISH, and tell their friends where to get good VARNISH, that VARNISH is undoubtedly

Elastilite Varnish

For Outside or Inside Use

In Tins only, ½ Pint to 1 Gallon

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.
WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

WANTS BETTER PRICES.

Editor Hardware and Metal: Every paint, oil and glass dealer should be interested in the present market conditions and the many changes that have taken place in recent months, and try and get better prices (especially on sheet glass), so that we can all show larger profits at the end of 1909. I am sorry to say the glassmen have not enough confidence in each other or we would certainly be getting better prices on this commodity than we are to-day.

The remarkable increase in the consumption of raw materials of all kinds, resulting from the great prosperity of the country, means that we will be forced to raise the prices of almost all staples in every line of business for the new year. The materials involved in the manufacture of paint (oil, for instance, which is a big item), have shared this upward tendency in a very marked degree. Labor has shared in this prosperity, and wages are higher, with the cost of living higher, and the cost of manufacture is greater than in the past. The retail merchants throughout the country should have no hesitancy in raising their retail prices, because other dealers—whether paint or other commodity—are finding it necessary to take the same course. The retail prices, naturally, should keep pace with the increased cost and buyers recognize the justice of such a change. The writer was surprised to find in a certain town (and local option, too), that the hardwaremen were selling window glass retail at from 50 to 60 per cent. off the list. This is nearly as rotten a condition as the wholesale price is in.

Why not try and start the new year with a little more confidence and see if we cannot boost our prices? We will all benefit by the change, the traveler as well as the employer.

TRAVELER.

Davisville, Dec. 16.

DISPLAY ROOM FOR WALL PAPER.

The shops that sell wall paper should have a certain part of the store devoted to that end, says Paint, Oil and Drug Review. Not merely a line of shelves, but a regular room, a display room. The back of the store is an appropriate place. That spot may now be used as shipping quarters or a stock room. In that case the basement should be considered a stock room, or else an addition should be made to the back of the building. The section devoted to wall paper should be a veritable parlor, with rugs on the floor, chairs and benches. The only way to boom one's wall paper business is to get the ladies to come around and choose their patterns. If it is not a desirable place the chances are they will never appear again. Then, again, it is well known how the ladies talk, so the name of a comfortable parlor would soon be spread to her nearest friend. We think the indulgence of a little expense to fit up one of these sections would be well rewarded. A campaign in the newspapers announcing the opening of the wall paper parlor and a courteous invitation to attend and inspect the new fashions would certainly appeal to the gentler sex. There are two large wall paper stores in the City of Chicago that receive hundreds of women every day. They have luxurious chairs to sit in and handsome carpets to walk on. They tell their friends; that's why the stores receive the crowds. We won't be surprised to hear of one of them giving a tea one of these fine afternoons. To be serious, they are selling goods, making bushels of money, so they must be on the right road. Let the other cities follow suit.

TO DRILL FOR OIL.

The Provincial National Gas and Fuel Co. has paid $10,000 for a lease of 5,000 acres of marsh land south of Welland, and will prospect for oil and gas. They are preparing to drill a well to a depth of 3,300 feet. Strong indications of oil have been found in this district.

Paint and Oil Markets

TORONTO.

Toronto, Dec. 18.—The feature of the week is the drop of two cents in turpentine and also in linseed oil. It is not often that bargain prices prevail at Christmas, but here is a chance, so local dealers say, for buyers to purchase and stock up for February delivery.

There are said to be very small stocks of turpentine on hand. In linseed oil, there is apparently a war on, and prices are being cut right and left. Western crushers seem determined to hold the trade of Toronto and Western Ontario against the competition of Montreal competitors, who, they say, have been underselling them from one to two cents during the past few months in an effort to capture the Western Ontario market. The local men have taken advantage of a quiet season to make an unexpected move, and the announcement of a decrease of two cents in both turpentine and oil has come rather suddenly. One dealer remarked, "There is little or no profit in either commodity at these figures," and another added somewhat significantly, "It is a Christmas reduction, designed to create business just as certain big stores, in order to work up business in various lines slash prices, and there may be other reasons, too, of which I do not care to speak."

As indicative of how low the quotations prevailing really are, it is reported that linseed in one barrel lots is two cents lower per gallon than in England, and in five-barrel lots four cents cheaper.

TURPENTINE—The market is quiet, and outside of the cut mentioned and its accompanying features, little can be added. The fluctuations that have taken place in the South have ceased owing to accumulation of supplies there, and the box cut will not be so large. The figures at present are 57c in one-barrel lots and 56c in two to four-barrel lots.

LINSEED OIL—This commodity is also stationary, but the reduction in price will, it is thought, stimulate trade. The margin at present quotations is very small. Whether there will be a further reduction or some kind of an understanding arrived at, it is difficult to foretell. The quotation for from one to four-barrel lots is 55c raw and 58c boiled, notwithstanding the recent advance in flaxseed. The Montreal dealers, according to latest advices, were one cent higher, whereas in the past they have generally been from ½c to 2c lower.

GROUND WHITE LEAD—The market is firm and several orders are being placed for spring delivery. New price lists are likely to be issued shortly, but whether there will be any decided change or not is a matter of conjecture: We continue to give: Genuine, $6.25; decorators', $6; No. 1, $5.65 to $5.75. Genuine red lead stays at $4.50 in cask lots.

STAINS AND VARNISHES—Outside of some finishing up touches preparatory to holiday decoration and the interior adornment of new buildings, there is little doing. The demand has not been as active this week as last, but the prospects for spring are much rosier than they were a year ago. Carriage, wagon and piano factories will, it is expected, stock up heavily in view of feeling of confidence prevailing, and the signs which point to old-time activity in these lines. Prices are unchanged.

GLASS AND PUTTY—The latter is firm and unchanged. It is, however, a pretty good mover for this season of the year. Trade in glass is quiet, after a busy, active fall and early winter. The close of navigation keeps the market steady, as no new shipments can arrive until spring. The quotations are unchanged: Pure bulk, in casks, is $1.80 to $1.90; ordinary, $1.60 to $1.70; pure, in 100-lb. drums, $2.15 to $2.25; ordinary, $1.90 to $2; bladders in barrels, pure, $2.10 to $2.20; ordinary, $1.85 to $1.90.

PETROLEUM—The trade is steady and a fair amount is moving. No alteration in the figures. Prime white oil, 13½c; water white, 15½c; Pratt's astral, 17½c per gallon.

MONTREAL.

December 18.—Considering the cold weather which has been experienced in the Province of Quebec a very encouraging business has been done in colors, varnishes, and white lead during the past week. It is notable that a number of hardwaremen are displaying not only Christmas cutlery and fancy goods, but are giving good space in their windows to the showing off of stains, varnishes, enamels and liquid paints. Generally, as one hardware man remarked, new houses are now drying warm and with the absence of dust and flies indoor painting gets a much better chance of showing off well. There is no reason why a better color and varnish trade should not be done in mid-winter. The markets are all firm and there are no price changes to note.

TURPENTINE—A remarkable steadiness exists in turpentine, and considering the time of the year it is most exceptional for no changes to be reported. We continue to quote 56c for single barrels.

LINSEED OIL — Steps have been taken to give stability to this line and already there seems to be a better feeling in the markets in consequence. The output is reported to be better than usual, and no doubt the fact that buyers can now be more confident in their purchasing has had something to do with this. The markets are firm and unchanged, and we continue to quote: Raw, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c; boiled, 1 to 4 barrels, 58c; 5 to 9 barrels, 57c.

GROUND WHITE LEAD—There is a disposition among the grinders to stiffen their prices for small lots, but speaking generally no specific changes are noticeable. The market may be described as strong and firm, with a decided optimistic feeling as to trade conditions regarding ground white lead immediately after the turn of the year. We con-

Not a Minute Too Early

to give serious thought to taking up the "ENGLISH" LIQUID PAINT Agency, for next Spring.

The dealer in your town who has a stock of these well-known, well-advertised and well-liked Paints, will get the trade.

Our Advertising Department, our Co-operative Business Methods, our Best Prices and a complete line of

"English" Liquid Paints

are at your service.

Let us talk business with you.

Address,

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

A LINE THAT WILL BRING YOU PERMANENT BUSINESS

MURESCO

THE WORLD'S BEST WALL FINISH

These Letters speak volumes—read them :

Winnipeg, Man., Sept. 26th, '08.
Messrs. Benjamin Moore & Co.,
T ronto Junction.
Dear Sirs :
Replying to your letter of the 9th, we have much pleasure in stating that we have used your Muresco for upwards of two years and find it satisfactory in every respect. One coat on new plaster is more satisfactory than two coats of any other kalsomine we have used, and our experience extends over a period of twenty years. We have just finished all interior decorations of New St. Boniface Cathedral, and have discarded all other kalsomine in favor of Muresco.
Yours very truly,
WILSON & LABELLE,
195 Water St.

Almonte, Nov. 11th, '06.
Messrs. Benjamin Moore & Co. Ltd.,
Toronto Jct., Ont.
Gentlemen :
I take the liberty of recommending your wall preparation called "Muresco," It is the finest preparation I ever applied to a wall. It spreads easily, free from laps and dries out clearly. I have put it to the utmost test with the finest satisfaction. It has done for me what all others have failed to do, and I thank you for recommending "Muresco" to me. Yours truly,
E. W. FLUNDER,
Painter and Decorator.

Muresco is, beyond all question, the finest article on the market for decorating large buildings as well as small. It takes 30% more water than any other preparation, and covers more wall surface, pound for pound, than kalsomine or any similar article. It will not rub off, crack or peel. One coat is sufficient, in most cases, to give entirely satisfactory results. Its cost is much less than good wall paper, while it is a much more satisfactory wall covering than any paper.

BETTER WRITE US TO-DAY FOR COLOR CARDS AND PRICES.

BENJAMIN MOORE & CO., LIMITED

Manufacturers of Paints, Colors and Varnishes

West Toronto, Canada **New York, Chicago, Cleveland, U.S.A.**

A Reminder.

This is to remind you, Mr. Paint Dealer, that if you haven't written for our money-making plan that you are wasting valuable time. It isn't every brand of paint that has back of it a 100 per cent PURE GUARANTEE. Every gallon of

Martin-Senour 100 per cent Pure Paint

that you sell is another stone laid in the foundation of a permanent paint trade. Purchasers who buy it to try, buy it again the next time they want paint. It doesn't take long for them to find out that for durability, service, richness of appearance, brilliancy and wear it's the most economical and satisfactory article they can buy.

It will pay you to get acquainted with us and let us make your trade acquainted with Martin-Senour 100 per cent Pure Paint. Write today.

The MARTIN-SENOUR CO., Ltd.,

Pioneers of Pure Paint

MONTREAL **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

tinue to quote' Strictly pure, $5.50 to $6; according to brand, and No. 1, $5 to $5.50 f.o.b. Montreal.

RED LEAD—Red lead seems to have fallen into a groove. The cold weather has stopped outside construction work and quietness prevails. There is no change in prices, and we quote: Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4; kegs, $4.50; and smaller quantities, $5.50.

COLORS—As previously remarked, there is a tendency to give more attention to colors, enamels, stains, and aluminum for mid-winter work, and a good sorting-up business is being experienced.

VARNISH—Pure orange and white shellacs are in the front as regards shipments in the varnish departments. In addition there is also a fair call for car and coach varnish.

WHITE ZINC—White zinc is sluggish with comparatively little doing. There is no change to report. We continue to quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c. White Zinc, ground in oil, pure, 8½c; No. 1, 7c; No. 2, 5¾c.

PUTTY—This line is now one of the best sellers in all size packages. It has been difficult to fill orders for bladder putty on account of a scarcity of bladders. This has thrown the trade more into iron drums of 25 lbs. each. We continue to quote: Standard putty, 800-lb. casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

WHAT IS GOOD PAINT?

Writing in the American Paint and Oil Dealer on the subject of "What is Good Paint?" Charles E. Koons says the question involves many factors. From the view-point of the manufacturer, good paint must satisfactorily answer the particular and stated purpose for which it was made and sold. It may fail, however, in nine cases out of ten, with the man who uses it, because it is not a "cure-all" applicable to any and every class of work, and in any and all kinds of weather. Notwithstanding the "lack of confidence" in prepared paints expressed occasionally in some quarters, the paint manufacturer labors instead under the apparently general belief that any good general or even special purpose paint should meet any painting purpose, and that, too frequently regardless of surface, weather and working condition which would make a good job impossible, even with exactly the special paint for that special purpose. There is no one paint manufactured that will answer for all kinds of work, no matter whether straight lead and oil goods or specials that carry advantages in working and wearing properties; neither is there any made that will work just the same in both wet and dry weather. That would be unnatural and impossible.

The "deviltries" of paints are just as numerous as those of varnish, although this is not generally recognized, and the paint is condemned instead of being given the consideration, or the "benefit of the doubt," that is generally and properly given any reputable varnish by the intelligent painter or dealer. Thus the paint manufacturer suffers because the sun did not shine, and because the rain did not cease pouring when the paint was applied, and because of a thousand and one other happenings that most painters are too glad to take advantage of in the case of paint in order to lay the blame on the paint rather than their own negligence, or unforeseen changes of weather. I sometimes think that while paint legislation is being agitated, it would not be a bad idea to require manufacturers to make a sunshine product, a rainy-day paint and a foolproof paint, all of which every dealer would have to keep in stock for any emergency. There has been paint legislation even less sensible and just.

Another evil that causes good paint to fail is unseasoned timber, also moist and damp walls, ammonia fumes from stables and alleyways, the sulphur gas from coal smoke. City work especially is most affected by these sulphur fumes, but they are prevalent and very injurious anywhere, especially along railroads and around factories, and in the natural gas regions, etc.

From the standpoint of the practical man there are three general essential requisites of a good paint:

First—It must show for itself. It must look good for this is what the dealer depends on to get him his trade. One job brings another. I don't mean the looks right after the job is finished, but it must hold up a reasonable length of time without dimming or fading away.

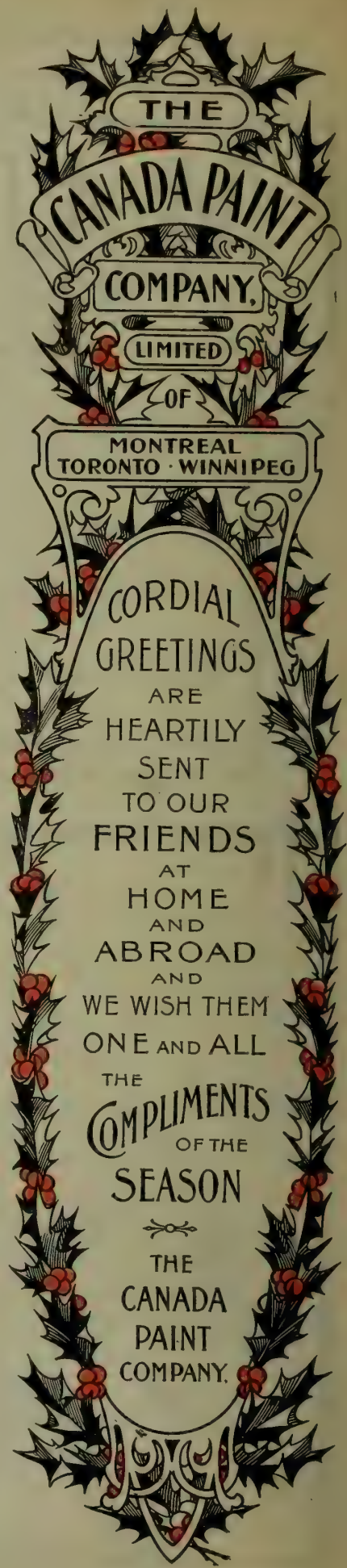
The second requisite of good paint is a very necessary one—a good paint must work well and cover well. This pleases the painter because it lessens the number of coats he must use to make a job, which necessarily cuts down the cost of the work.

The liberal use of the "inert" pigments, silica, barytes, etc., always lessens the body, i.e., the opacity, of any paint, although it may add to the durability in some cases.

The third requisite is the main thing about a good paint—It must wear. Without durability it is worthless as a protective, the first office of paint. It may be coarsely ground—although it is better if finely prepared—and it may lose its first brightness, still if it is durable it accomplishes the main thing for which it was prepared.

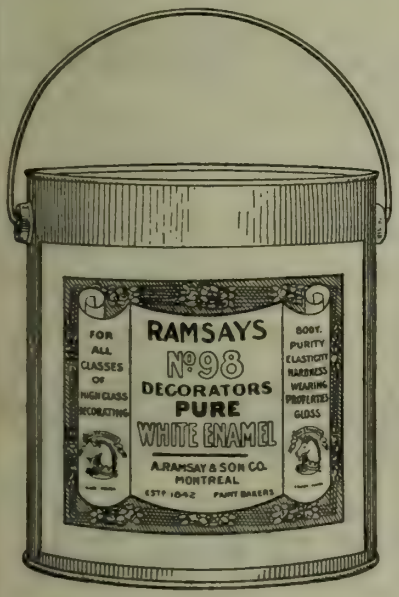
So color, body and durability are the three leading requisites for a good paint, to which might be added richness, fineness and durability of finish as well as the long service of the paint as a protective.

If a peddler can sell goods in your community, it is worth thinking about. How active have you been in making known the goods you carry? Has your window display attracted the public eye? How have you shown your desire to supply the trade with the right goods at the right prices? Don't wait for the peddler to come around before you get busy.



HIGH GRADE ENAMEL

Some day your painter tells you he wants a high-grade White Enamel. He doesn't want the ordinary White for everyday work. He has a customer who insists on the best and it's up to the painter to get it for him, or let somebody else do it. When a painter comes at you with such a demand, don't hesitate —here is the solution:



Not a thing goes into Ramsay's Decorators' Pure White Enamel but high-grade, pure material. The heart of the secret of its strength, beauty, and purity is the varnish in which it is ground. This varnish is carefully manufactured in our works, at 106 William Street, and it is a secret of which we are justly proud, and all put together under the personal supervision of our chemist who has had a wide experience in enamel making in England.

Send for our Booklet.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 **Paint Makers**

New Era Paint

is a line it would pay you well to handle. It is not a high-priced paint, but it **is** a high quality paint. Only the very purest of ingredients go into it; and no paint on earth is better mixed or ground. Its moderate price and genuine high quality will bring you the bulk of the business.

Write for price list.

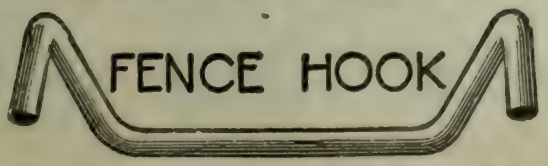
Standard Paint and Varnish Works Co.
Limited
Windsor, Ontario

SUNLIGHT GOLD PAINT
Patented 1906.
BEST ON THE MARKET.
THE CANADIAN BRONZE POWDER WORKS
R. E. Thorne & Co.
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.
Manufacturers
RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

GLAZIERS' DIAMONDS OF PROVED WORTH
Having a Century's Reputation for Reliability.
MADE BY
A. SHAW & SON, London, Eng.
CANADIAN AGENT
GODFREY S. PELTON, 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK *For Fastening Wooden Picket or Wire Fences*



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

IT STANDS THE WEAR AND TEAR

ELASTICA No. 2

Is a very elastic interior finish especially adapted for hallways, bathrooms, dining rooms, kitchens, windowsills, bar fixtures, and general inside housework requiring a finish of extreme durability. Over natural, painted, or grained woods it produces a beautiful lustre, and a smooth dull finish can be obtained by cutting down with pumice stone and water. Elastica No. 2 dries free from dust in seven or nine hours and hardens sufficiently to admit of being rubbed in about three days. It will not scratch or mar white.

Prices Sent on Request ***Sealed Cans Only***

INTERNATIONAL VARNISH CO., Limited

TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

CANADIAN SILVER WHITE ENAMEL

For Interior Decoration

is superior to any other White Enamel made in Canada and no imported Enamel of equal quality can be offered at as low a price.

Your customers, whether **Professional Decorators, Manufacturers or Householders,** will find it just what they want for decorating large surfaces or small articles.

It works freely under the brush, dries with a brilliant gloss and it will **never turn yellow.**

To prepare the surface for the Enamel, use ISLAND CITY White Primer. Ideal for the purpose owing to its exceeding whiteness, its great "body" or covering capacity and its surpassing fineness.

MANUFACTURED BY

P. D. DODS & COMPANY, LIMITED

264 St. Patrick St., MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Clothsand Papers, etc
Wellington Mills, London, England
Agent:
JOHN FORMAN, 644 Craig Street
MONTREAL.

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street
MONTREAL

Write to-day, we need you and you need us.

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J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.
18 Victoria St. - TORONTO
'Phone Main 7363

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JONES BROS.
302 Christie Street, Toronto
Stove Brick Stove Castings
Fire Clay and Water Fronts
Asbestos Cement
Brick for Fire Places

PHENIX HANGERS AND FASTENERS
solve the problem
How to Hang and Fasten Window Screens and Storm Windows.
Easily hung or removed from inside. Clean windows, ideal ventilation. No flies, solid comfort. Retail at 10c., 15c., 20c. and 30c. per set with screws. For catalogue and trade discounts address
PHENIX MFG. CO.
036 Center Street
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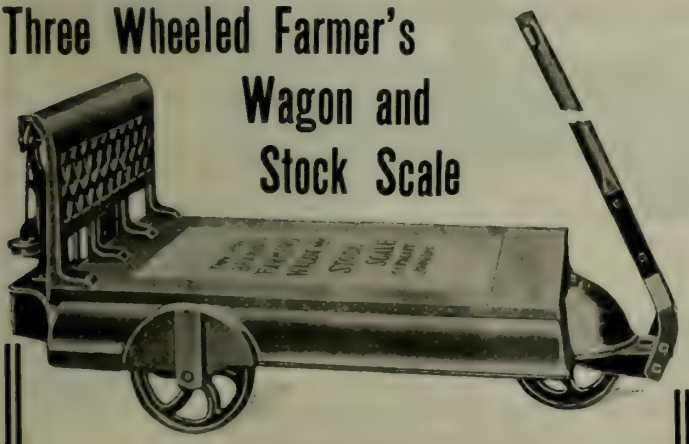
Men Who Sell Things

By Walter D. Moody

Technical Book Department - - 10 Front Street East

Three Wheeled Farmer's Wagon and Stock Scale



Capacity 2,000 lbs. Platform 24" x 36"

This scale is especially adapted for farmers to weigh their stock on. By placing a simple home-made platform across this scale, 3 ft. by 6 ft. or so, the farmer can weigh his horses, cattle or hogs on it, and in that way he can tell just what they are gaining in weight from week to week, and know if he is getting proper returns for his feed.

WRITE FOR PARTICULARS AND PRICES

THE AYLMER PUMP AND SCALE CO., Ltd.
AYLMER, - ONT.
Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

Recommend This Fence

The "DILLON" HINGE STAY FIELD FENCE

is the only wire fence on the market embodying the hinge-stay principle. In the Dillon, the upright stay wires are hinged to the laterals. Thus, when any weight strikes the fence the wires do not bend or break as with ordinary wire fences, but merely "give" at the hinges. When the weight is removed the Dillon springs back to position absolutely uninjured. It's worth while handling a fence like the "Dillon."

SEND FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

"Brantford" "Roofing"

Have You a copy of our Catalogue?

You certainly should have one in order to become thoroughly posted on our three styles of roofing. The Brantford line is the most complete on the market. Just drop us a post card request for the catalogue.

Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

Montreal Branch - - -	327 St. James Street, Montreal, Que.
General Supply Co. of Canada, Limited	219-221 Bank Street, Ottawa 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - - -	Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - -	Vancouver, B.C.
Imperial Export Co. - - - - - - - -	Toronto, Ont.

CLEAN HANDS

I can draw an accurate gallon of oil without soiling my hands in the least with my

BOWSER
SELF MEASURING
OIL TANK

That's because the Bowser pumps the oil right into the customer's can, and measures it, all in one operation.

There is no need of funnels; no use for measures. It's all done in an instant and all the oil goes on the inside of the can.

Send for our latest Bulletin No. 5457 There is something in it for you.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

St. Catharines

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W&B
TRADE MARK

W & B CO
TRADE MARK

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside no obstructions inside.

Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

Why Not Stock "BUSTER BROWN"

Wagons for Xmas Trade

Quick delivery can be made at any time at small cost owing to the light weight of any of the four sizes.

or at least display prominently, in windows preferred, the colored posters we are distributing? It should be possible to induce the parents and friends of the CHILDREN to invest their money wisely in something substantial and lasting. Throw out the suggestion and watch the results which are bound to come.

Prices gladly quoted you

The Woodstock Wagon & Mfg. Co., Ltd.

Makers of Woodstock Wagons, Farm Trucks, Dump Carts, Lorries and Sleighs.

ESTABLISHED 1850.

JOHN HASSALL, INC.,

RIVETS,

ESCUTCHEON PINS,

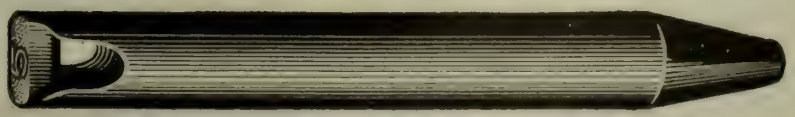
SPECIAL WIRE NAILS.

OFFICE, 183 LAFAYETTE ST., NEW YORK

WORKS, CLAY AND OAKLAND STS., BROOKLYN

IN ALL METALS

SASH WEIGHTS



Hundreds of tons carried in stock for you and we guarantee prompt shipment. Write at once for a copy of our Monkey Book and for prices.

The Buchanan Foundry Company, - Lebanon, Pa.

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

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GILBERTSON'S COMET

Backed by a GUARANTEE

That is what we have behind COMET Brand GALVANIZED SHEETS. Then the name GILBERTSON has been identified with all that is high grade in galvanized sheets for so many years that GILBERTSON and COMET mean safety and security. Let me tell you about it.

ALEX. GIBB (Sole Canadian Agent), 13 St John Street, Montreal

W. GILBERTSON & CO., Ltd., Makers PONTARDAWE, Wales

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont

SEYMOUR SHEARS

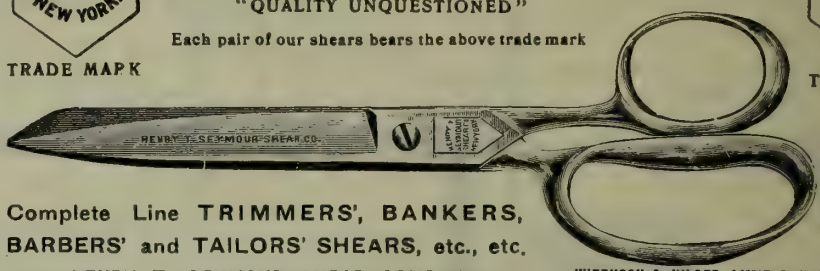
HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.

"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

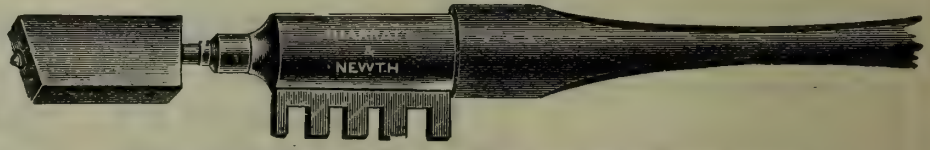
Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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Are you interested in any of the lines that are advertised?

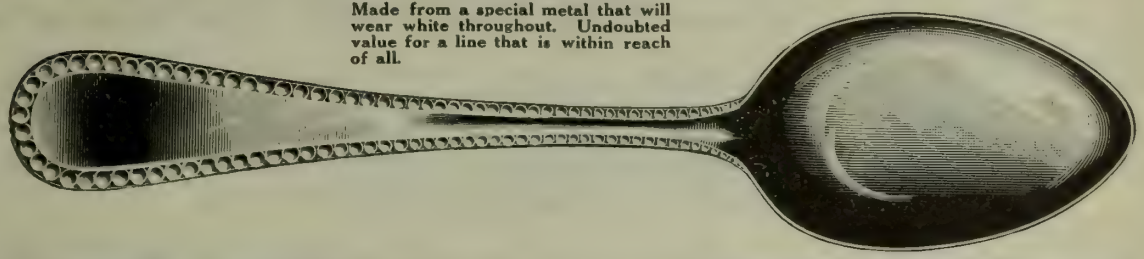
A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

PAGES 73 AND 74 ARE MISSING FROM BOOK

NICKEL SILVER BEADED PATTERN

Made from a special metal that will wear white throughout. Undoubted value for a line that is within reach of all.



The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins	0 70	0 90
" 5 gal. tins	0 65	0 85
Sherwin-Williams paints		1 00
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H C		1 35
Brandram-Henderson s "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Pure.	Ordinary
Bulk in casks	1 80 1 90	1 60 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 55 0 57
Linseed Oil, raw	0 55 0 55
" " boiled	0 58 0 58

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine governm't standard	6 10	6 25
Decorators' pure	5 85	6 00
No. 1 Canadian	5 15	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pur lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P. lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, "	0 07
No. 2, "	0 06½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No.1 Orange, "	1 50

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 15
" No. 1	0 90
union	0 85
Light oil finish	1 30
Gold size japan	2 00
Turps Brown japan	1 50
No. 1 brown japan	1 00
Baking black japan	1 35
No. 1 black japan	0 90
Benzine black japan	0 70
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 75
Elastilite varnish, 1 gal. can, each	2 00
Granitine floor varnish, per gal	2 50
Maple Leaf coach enamels; size 1,	1 20
Sherwin-Williams' kopal varnish, gal.,	2 50
Canada Paint Co's sun varnish	2 00
" Kyanize " Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline, per gal.	2 50
Fla tine floor finish, per gal	3 00
Elastica exterior finish 1 gal. can	4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells 5 50 8 00
American, house bells, per lb. 0 35 0 40
Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 5t lbs.	1 40
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Cans and Nails, per lb	0 07
Mop cotton, per lb	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland	1 85	2 00
Belgium	1 80	1 90
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
" Iron Clad " cotton		2 10
Iron Clad " paper		2 15
wood		2 25
Fire brick, Scotch, per 1,000	27 00	30 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR ZETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	3 00	4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross		2 65
5-16 x 5 "		3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.		2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional per 100 lb.	2 20	2 40
Solid "	1 50	1 75

SASH CORD.

Per lb	0 25	0 26

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	6 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour s car, 47½ per cent.
Clark's expansive, 40 per cent.
Clark's gimlet, per doz 0 65
Diamond, Shell, per doz 1 00
Nail and Spike, per gross 2 25

BUTCHERS CLEAVERS

German per doz.	7 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 13
S. & D., " 5 "		0 11½
S. & D., " 6 "		0 18
Boynton pattern "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 37½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.		4 40
" 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	6 00	9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO **MONTREAL** **WINNIPEG**

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz.	2 00	5 00

Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
Berg's wire fencing....	1 72	5 50

PUNCHES.

Saddler's ....per doz.	1 00	1 85
Conductor's.......... "	3 00	15 00
Tinners', solid..........per set	....	0 72
" hollow......per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..........	1 00
Ivory, No. 1282, 2 foot, each....	3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent

Disston's Crosscut....per foot	0 35	0 55
Hack, complete..........each	0 75	2 75
" frame only........each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect..................	4 00
X-Cut Sets, "	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Canadian, 45 per cent.

No. 19 snowshovels, net....	2 00

SQUARES.

Steel, No. 14, 75 and 2½, doz..........	$23 00
Iron, No. 492, "	1 85
" " 493 "	2 45
" " 494 "	3 25

TAPE LINES.

English ass skin, No 1921, 66 ft., doz.	2 85
Universal ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft, each....	0 94
" steel, No. 264, 66 ft.. each	3 15
Chesterman's, linen, No 1822, 66 ft. ea.	1 10
" steel, No. 1820, "	1 70

TROWELS.

Disston's, discount 10 per cent.
S & D., discount 35 per cent.

Berg's, brick, 924x11	4 00
" pointing, 924x5..........	2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅔ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross	7 50	8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith.......................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail................		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross	9 00
" " ½ " .... "	10 00
" " ⅝ " .... "	12 00
Leather, 1-inch ......per doz.	4 00
Leather, 1¼ " ...... "	5 20
Web................ "	2 45

HOES.

Garden, 50 and 10 per cent.

Planter.............. per doz.	4 00	4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch	3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in, $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. Dated April 1, f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2.75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do., 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net..................	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent

Lock, Andrews'..............	4 50	11 00

STABLE FITTINGS.

Warden King, 25 per cent.
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..............	0 10¼
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼
Taylor-Forbes, prospectors	0 05
Columbia Hardware Co., per lb.	0 09½

VISES.

Wright's....................		0 13½
Berg's, per lb......		0 12½
Brook's......................		0 12½
Pipe Vise, Hinge, No. 1......		3 50
" " " No. 2......		5 50
Saw Vise....................	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts....................	60
Bolt Ends......................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint......	70 and 12½

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 12½.

CHAIN.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller. $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4¼c. per lb.

NAILS.	Cut.	Wire.
2d...........................	3 80	3 25
3d...........................	2 85	2 95
4 and 5d........	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d..................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.

Bench, wood ....per doz.	3 25
" iron .... "	4 25

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 75 p.c.; tinned, 80; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 and 15 dozens, 75; Swedes, upholsterers', bulk, 85 and 10; brush, blued and tinned, bulk, 70; Swedes, gimp, blued, tinned and japanned, 75 and 12½; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85; trunk tacks, 80 and 10.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 7½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ¼-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge............	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....................	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges....................	0 70
and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20. per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized ereon.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L. and 5 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.; spring, 40c. upwards.
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks $4.00, $6.00.
Pucks, net, $1.50.

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's............	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's..............	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz	3 50

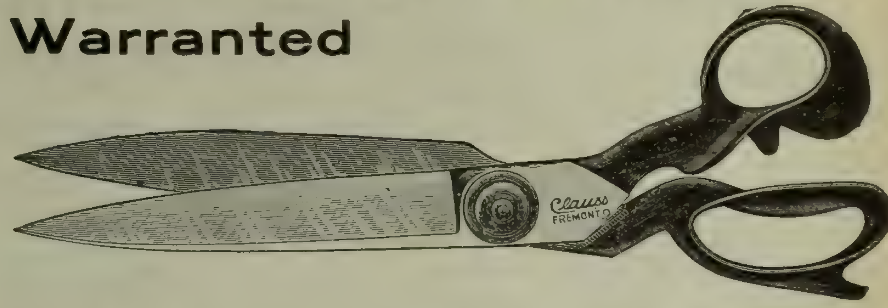
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

CLAUSS BRAND TAILORS' SHEARS

Fully Warranted



These goods are the BEST and are EQUALLED only by such other goods as are manufactured by us.

Write for Trade Discounts.

The Clauss Shear Co., - Toronto, Ont.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 50 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.

Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz.	....	0 65
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 1	....	1 15
Enterprise chopper, each	...	1 30

Spiders and fry pans, 50 and 5 p.c.

Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60

Toasters, 50 p.c

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head ......per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $2 50; 3 in., $3 35; 4 in., $4 45; 5 in., $6 00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary ....per 100 ft. 3 00

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, 25 per cent
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per doz. extra.
Prism globes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch " " 7 50
Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz. 1 32
7-inch " 1 47
Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. .... 2 50 Galvanized.... 2 75

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.95 — Nos. 6, 7, 8, $3.40 — No. 9, $2.90 — No. 10, $3.45 — No. 11, $3.50—No. 12, $3.05 —No. 13, $3.15—No. 14, $4.00. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland in car lots. List for cut and straightened wire per 100 lbs. Extras for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	[illegible]	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb 3 00
Galvanized, plain twist 3 35
Galvanized barb, f.o.b. Cleveland, $2.75 for small lots and $2.60 for carlots.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

BROOMS.

Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case.... 0 60
" 4 " packages, per case 0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs,	"	14 00
1 "	"	12 00
2	"	10 00
3 "	"	8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star and spring	0 90	1 10
Folding ironing boards	16 25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style..........per doz. 7 80
Common doors, 2 or 3 panel, grained only, 4-in., style............per doz. 8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse and Snowflake	54 00
Dowswell	39 00
New Century and Bluebelle	75 00
Daisy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	156 00

WOODEN PAILS.

Cane's wire hoop 3-hoop 1 90
" " 2-hoop 1 65

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ....per M 2 25
Small heel .... " 4 50

CARPET STRETCHERS.

American	per doz.	1 00	1 50
Bullard's	"	....	6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 09½
Pure Manilla		0 12
"British" Manilla		0 10
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet........per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal	0 08½
500 " standard	0 08½
550 " " manilla	0 09½
600 " " "	0 11½
650 " " "	0 13

Car lots, ¼c. less; 5-ton lots, ⅛c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.

Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.

Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.

Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	[illegible]
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	[illegible]
Grind, 40 to 200 lb., per ton	20 00		[illegible]
" under 40 lb.,	"	...	[illegible]
" 200 lb. and over	....	....	[illegible]

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Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Automobile Accessories.
Canada Cycle & Motor Co., Toronto Junction.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton
Montreal Rolling Mills, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Burners
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton,

Coal Chutes.
Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co, Galt, Ont.

Cow Ties
Greening, B., Wire Co., Hamilton

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Embossed Steel Ceiling
The Galt Art Metal Co, Galt, Ont.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London. Ont.
Kemp Mfg. Co., Toronto

Escutcheon Pins
Hassall, Jno., 183 Lafayette St., New York.
Montreal Rolling Mills. Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills. Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.
Roper, J. H., Montreal, Que,

Fire Escapes.
Manitoba Iron Works, Winnipeg, Man.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
Butterworth & Co., Ottawa, Ont.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
Thos. David on Mfg. Co, Montreal.
Dominion Wire Mfg. Co., Montreal.
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Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
Toronto Plate Glass Importing Co Toronto.

Glaziers' Diamonds.
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Hardware Specialties
Schuchardt & Schutte, 91 Youville Sq., Montreal.

Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
Canada Steel Goods Co, Hamilton.
Soss Invisible Hinge Co, Toronto.
Standard Mfg Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
Salyerds, E. B., Preston, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Roiling Mills, Montreal.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cutting Tools.
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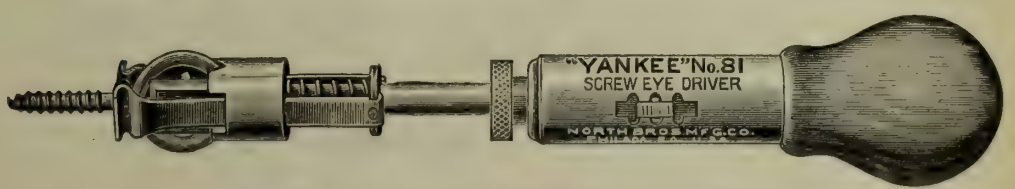

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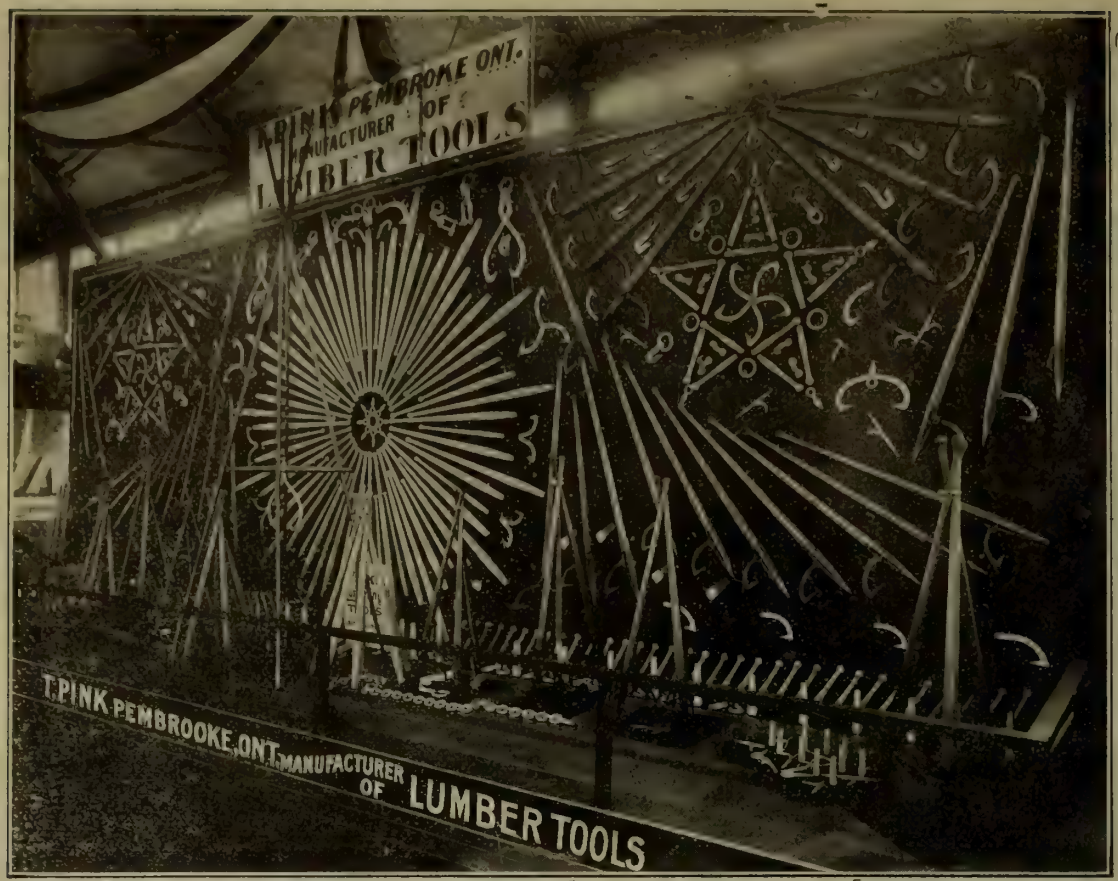

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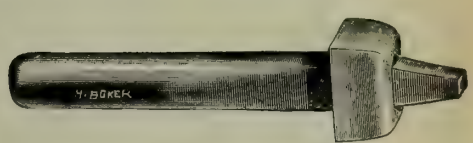

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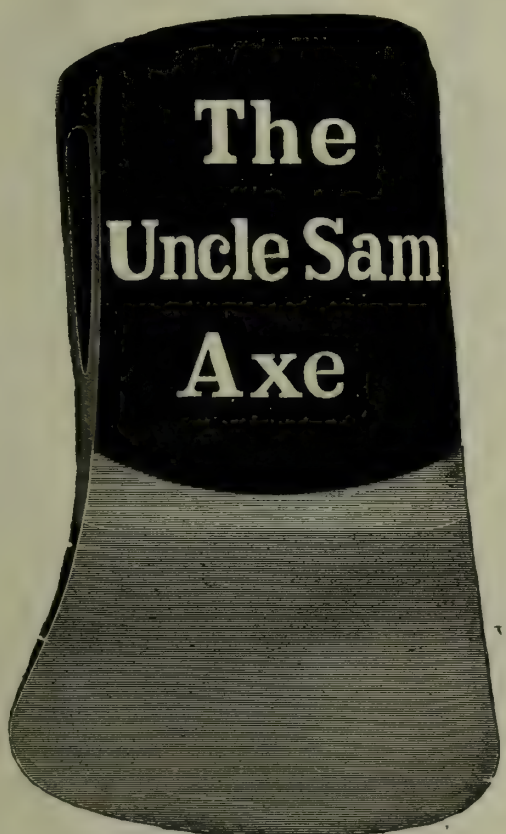

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"The Lance." Sizes, 5, 5½, 6 and 6½ feet.

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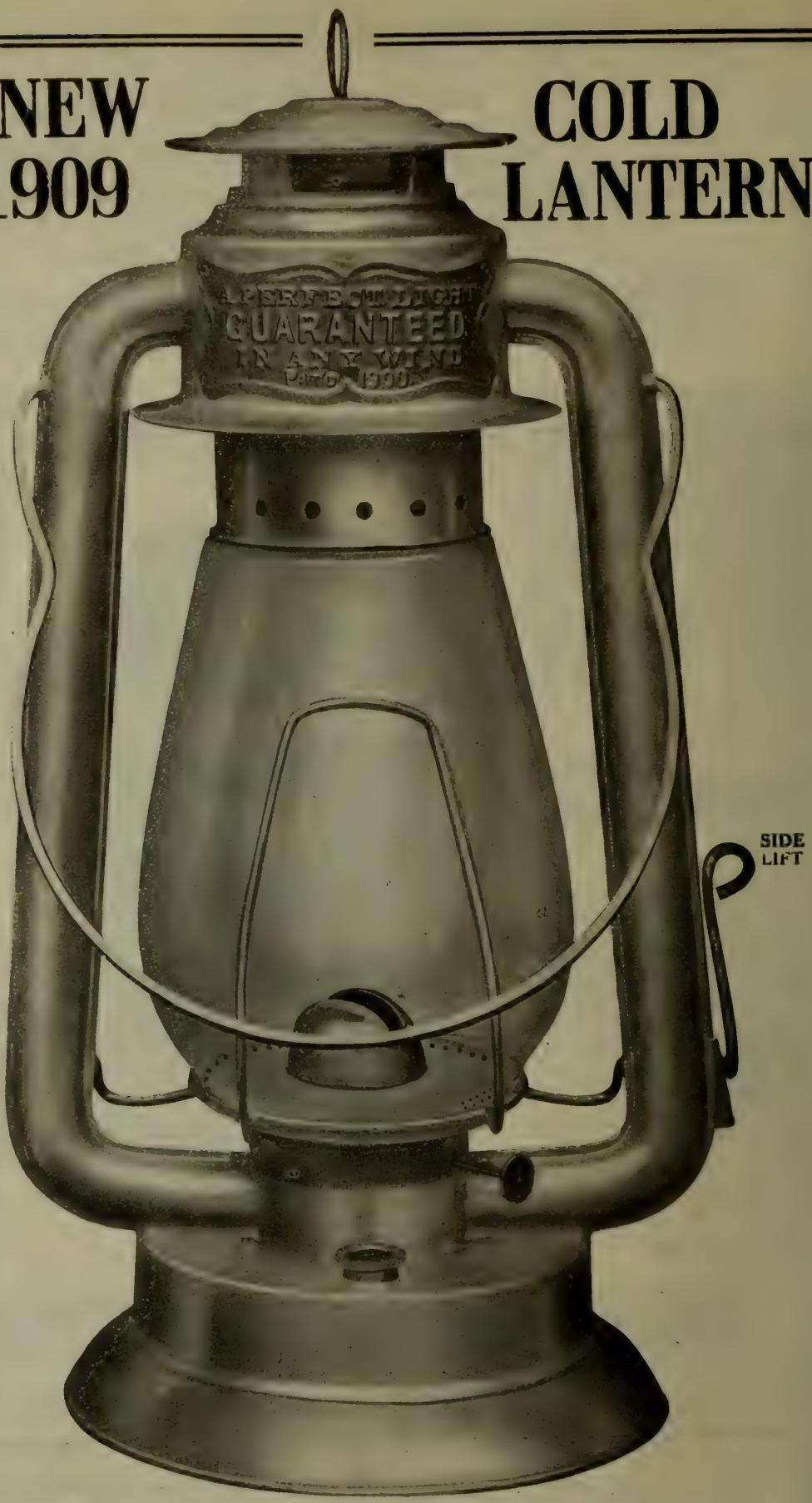

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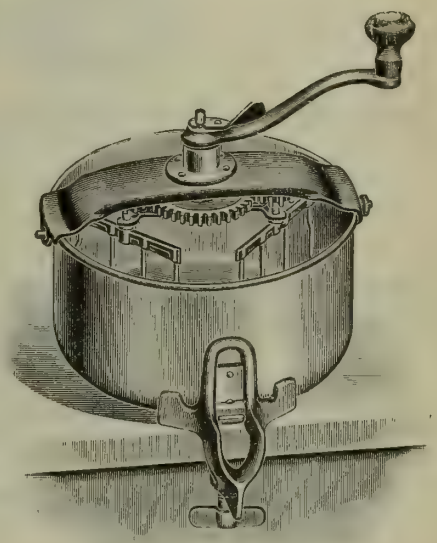
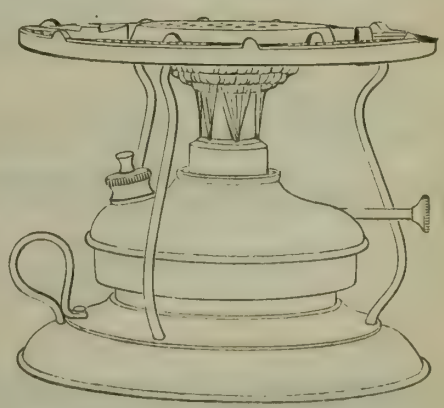
The "Universal" Bread Maker in three sizes, 2, 4 and 8 loaves.



The "Universal" Cake Maker.



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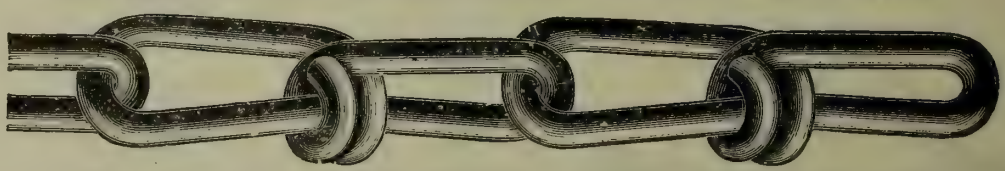

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By Walter D. Moody.

This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is specially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods, for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of the Rut"; "How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 295 pages. Net, $1.00. By Mail, $1.10.

TECHNICAL BOOKS, 10 Front Street East, Toronto

The Toronto Plate Glass Importing Co., Limited
(HILL & RUTHERFORD, Managing Directors.)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS.

Works: Don Speedway, also Victoria St., - - - TORONTO

SIMONDS HAND SAWS

are good sellers. Dealers should send for 1907 Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout The United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

LOCKERBY & McCOMB, MONTREAL

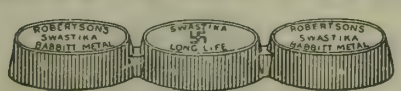
Manufacturers of

Shield Brand Ready Roofing, 2 and 3-ply
Dominion Brand Tarred Felt
Good Luck Tarred and Dry Fibre
Shield Brand Tarred and Dry Sheathing
Cement, Coal Tar and Pitch

LONG LIFE METALS

Copper Hardened

SWASTIKA

LONG  LIFE

Copper Hardened

BABBITT

Copper Hardened

LONG LIFE METALS

Best Babbitt Value in the World.

SWASTIKA LONG LIFE BABBITT

Will stand High Speed and Heavy Pressure, Grade High, Price Low. 25c. lb. *Write for Booklet*

Liberal Discount to Trade.

The JAMES ROBERTSON Co., Ltd., 144 William St., Montreal

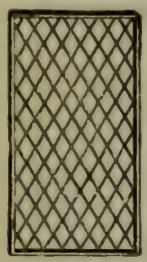
Here's a Good Live Opportunity

for the wideawake hardwareman who will keep an eye on local building trade. STRUCTURAL STEEL is the building material of to-day. The demand for it is continuous. You can help supply the demand with big profits to yourself and satisfaction to the builder by handling our line of STRUCTURAL STEEL. See your local builders and contractors. Our close prices and high-grade material will furnish you with a contract-closing argument. This is a proposition worth while. It's up to you! Do you want the business?

Ask us for information. Your opportunity is NOW.

Hamilton Bridge Works Co., Limited, Hamilton CANADA

"If It's Made of Wire We Make It"



Let us quote you when in need of

Wire Cloth, Coal and Gravel Screening, Window Guards, Wire Door Mats and Grille Work.

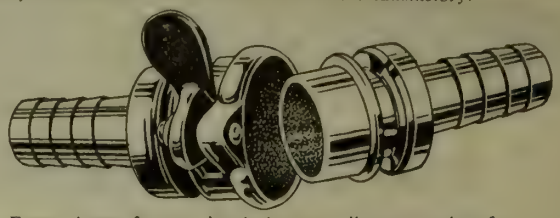
Send for our special illustrated catalogue on **spark guards and wire fenders. We specialize in these lines.**

CANADA WIRE GOODS MFG. CO.,
HAMILTON, ONT.

We make jail cells and gratings of every description.

Time Saver Hose Couplers

will pay you better profits than any other kind, for the simple reason that your customers will find them much more satisfactory.



Every cheese factory, hotel, brewery, livery, canning factory and manufacturing plant in your locality is a good prospect for Time Saver Hose Couplers.

The Time Saving Coupler Co., Limited
166 Bay Street - - TORONTO, CANADA

GLUES, GELATINES, SIZE, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

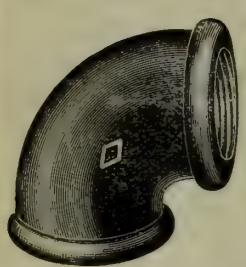
The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.



This is Why

you should handle only

"DIAMOND" Brand FITTINGS

We guarantee them to be perfect in material, in threading and in finish.

WHOLESALE ONLY

OSHAWA STEAM & GAS FITTING CO., Limited
OSHAWA, - CANADA

JOSEPH RODGERS & SONS, Limited

SHEFFIELD, Eng.

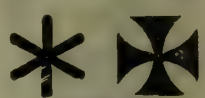
AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK

IS ON EACH BLADE:

REGISTERED TRADE MARK



GRANTED 1692

Sole Agents for Canada:

James Hutton & Company
Montreal

The Most Light For the Least Money

C.G.E. TUNGSTEN LAMPS—
Long Life, Efficiency, Reliability

Write for Particulars

CANADIAN GENERAL ELECTRIC COMPANY, Limited
Head Office, - TORONTO, ONT.
District Offices: MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, ROSSLAND

The Ideal Duster

IS A MECHANICALLY CORRECT MOP HEAD

Scientifically constructed to close automatically with a firm—almost positive—grip, designed especially for dusting purposes, which, with a yard or two of ordinary cheese cloth

Solves the Polished-Floor Proposition

Supplied through the jobbing trade generally, through whom orders are solicited. For prompt shipments on the moment order through

WALTER WOODS & Co. } Hamilton
WOOD, VALLANCE & Co., }
and Montreal and Toronto Jobbers.

TARBOX BROS., Manfrs.
TORONTO, ONT.

British Depot, 2 Hope Chambers, Liverpool
Manfrs. of the Tarbox Self-wringing Mop, Tarbox Pillow-Sham Holders, Etc.

ESTABLISHED A.D. 1840

A Line Worth Pushing

Lots of grocers are waking up to the fact that there is money in pushing the sale of Nelson's

Willow Clothes Baskets

Why force your customers to look for these goods elsewhere? Better write us to-day for complete illustrated list and prices.

DON'T DELAY. DO IT TO-DAY.

H. W. Nelson & Co., Limited

TORONTO

SEE THAT ALL **BUTT HINGES** YOU BUY

Bear the **CRESCENT BRAND**

Made in Bright Steel or Electro Plated

Our Finishes of Electro Plated in Planished or Polished

Antique Copper
Plain Bronze
Dull Brass
Bower-Barff
Antique Brass
Gun Metal
Bright Brass
Etc.

Our BRIGHT STEEL BUTTS are THE ONLY PERFECT BUTTS made in Canada.

SEND TO US IF YOUR DEALER WILL NOT SUPPLY YOU.

ALL STYLES ALL SIZES

CANADA STEEL GOODS CO., LIMITED

HAMILTON, ONTARIO

Leave Your Money in the Country Wherein You Expect to Make Yours

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The

BUFFALO LINE

ought to be represented in your store because Buffalo goods are goods of the highest quality and attractiveness. They are made to sell and stay sold.

Water Filters **Water Coolers**
Chafing Dishes **Baking Dishes**
Candlesticks **Cuspidors**
Wine Coolers **Match Safes**
Crumb Trays and Scrapers
Table Kettles and Stands
Coffee Extractors **Nursery Chests**
Tea and Bar Urns **Bathroom Fixtures**
Coal Vases and Hods, etc.

Have you got our Catalogs?
Write us for them to-day.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 51 Yonge St., Toronto

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **A Genuine Newhouse** trap will hold the game and earn its extra cost several times in a season.

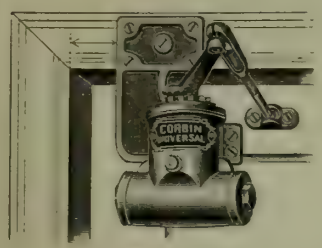
NEWHOUSE STEEL TRAPS ARE ABSOLUTELY GUARANTEED

Made since 1848 by

Oneida Community, Limited

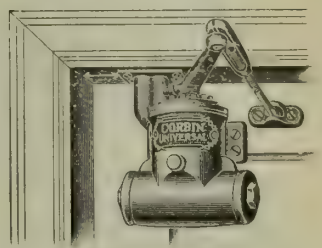
Write for Catalogue NIAGARA FALLS, ONT.

The Corbin Universal Liquid Door Check and Spring



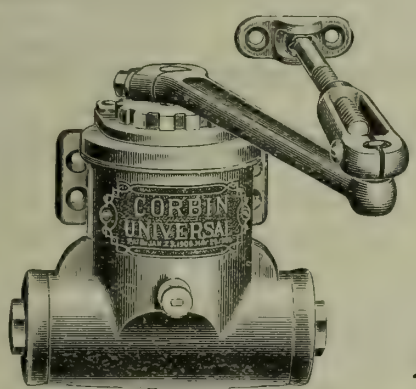
On Flush Bracket

This is the best check on the market, and sells faster than any other make. If you are not handling these checks you are losing easy money. If you could realize how many merchants are making large profits handling them, you would order a stock of these checks at once.



On Hanging Bracket

The season is now on for this line, and there is a great demand for these goods at this time of the year. Do not let easy sales slip through your hands by not having the proper kind in stock.

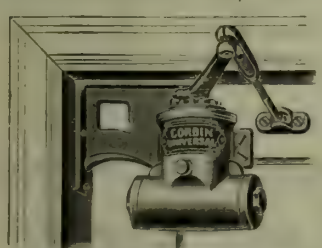


Corbin Universal Liquid Door Check and Spring

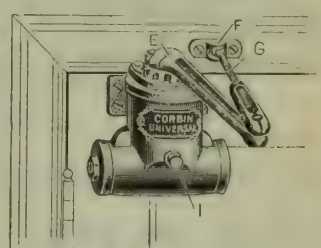
Sells at Sight

All Parts Simple

Suitable for right or left hand doors. Dealers will appreciate this feature, for the question, "What is the hand of the door?" previously an important part of the selling transaction, and one which the purchaser frequently was unable to answer, now becomes wholly unnecessary. The user also approves of this feature, for he no longer needs to consider the hand of his door, which was an annoyance, as he was not familiar with the method of determining it. He now has only to ask his dealer for the Corbin Universal Check and Spring, stating size of door.



On Corner Bracket



On Door

A sample order will convince you of what we say

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

F.&W. **Montreal, - - - - - - Canada** F.&W.

Twenty-Five Dollars in Prizes to Hardware Merchants and Clerks

With Christmas rapidly approaching merchants and clerks have their brains at work preparing plans and working out ideas for selling holiday goods. To encourage a spirit of friendly rivalry the editor of Hardware and Metal again offers a number of prizes for competition amongst hardware merchants and clerks in Canada as follows:

For the best selling window display shown in a city over 10,000 population, $5 in cash.

For the second and third best displays—two copies "Hardware Window Dressing," retailing at $5.

For the best display in a town or village under 10,000 population $5 in cash.

For the second and third best displays—two copies of "Hardware Window Dressing," retailing at $5.

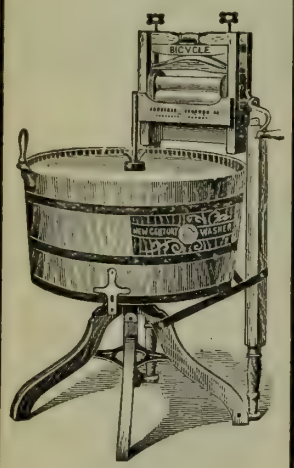
For the most effective newspaper advertisement, $5 in cash.

Conditions.—Displays and advertisements must be of Christmas goods sold through hardware stores, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods and special holiday lines. The editor, with the help of capable judges, will decide the winners. Additional prizes will be given if entries of special merit are received, while in the absence of competition in any one section, the prizes will be transferred to another where the entries are more numerous. Photos, etc., should be mailed by Jan. 1, 1909.

Address "The Editor,"

HARDWARE AND METAL

10 Front Street East, Toronto



SIMPLY PERFECT

Not Cheap but Good

there has never been a time since Washing Machines have been on the market, that the

"NEW CENTURY" and "IDEAL"

were not the most satisfactory washers to sell.

They are worth many times the money paid for cheaper machines.

The Dowswell Mfg. Co., Limited

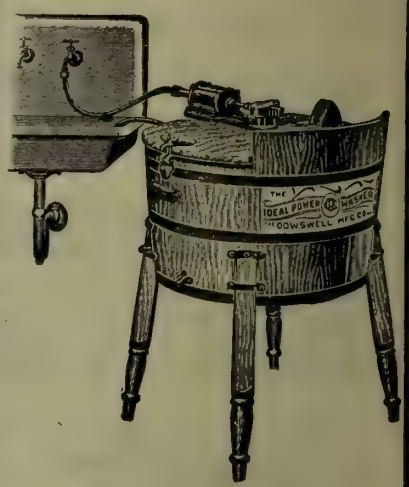
HAMILTON, - ONTARIO

AGENTS:

W. L. Haldimand & Son, 36 St. Dizier St., Montreal, Que.

Harry F. Moulden, 290 Garry St., Winnipeg, Man.

PERFECTLY SIMPLE



Henry Boker's "Meteor"

LATEST AND BEST

EXPERT TUBULAR HOCKEY SKATE

The best and most scientifically constructed Hockey Skate made. Owing to the manner in which the tempered tool steel runner is set in the steel tube a thinner and lighter runner can be used than on any other skate, offering the least resistance and friction. The runner on this skate is made of the very best finely tempered tool steel and is but 1/8 inch thick. Double heel and triple sole supports.

VERY FAST, LIGHT AND STRONG

MADE IN BOTH NICKEL PLATE AND ALUMINUM FINISH.

B. TEST REG'D. **P.O. Box 366, Montreal, Can.**

LUMBERMEN'S BOOT CALKS

The Newest and Best in the Market

Handled by All Large Jobbers

MADE ONLY BY

Canada Screw Co., Limited

HAMILTON - CANADA

Manufacturers of **Wood Screws, Tacks, Wire** (all kinds), **Wire Nails, Rivets, Iron and Copper; Machine Screws; Stove, Sink, Sleigh Shoe and Tire Bolts; Bright Wire Goods.**

ESTABLISHED 1980 INCORPORATED 1883 DOMINION TRADE MARK

To all our friends and customers throughout the Dominion we extend

A Very Merry Christmas

and

A Happy and Prosperous New Year

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL

ESTABLISHED 1980 INCORPORATED 1883 DOMINION TRADE MARK

"Safe Lock" Galvanized Steel Shingles

There are lots of barns to be re-roofed this fall, and the dealer who handles the right kind of roofing is going to get this business. Put yourself right with your customers by offering them the famous

"SAFE LOCK" SHINGLES

Every farmer knows about this lightning-proo weather-tight roofing. It is the oldest interlocking metal shingle on the market and is still the best. Get your prospects in line and then ask us for our assistance in closing the deals. Our traveling salesmen are at your disposal. "We work with the trade."

The Metal Shingle and Siding Company, Limited

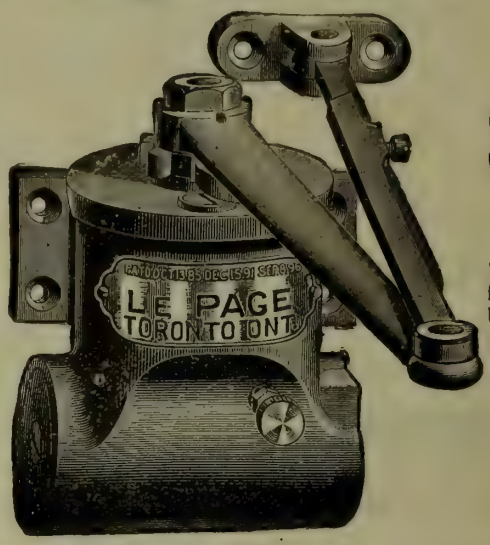
HEAD OFFICE and WORKS: PRESTON, ONT. BRANCH OFFICE and WORKS: MONTREAL

GENERAL SALES AGENTS

St. John, N.B.	Quebec	Toronto
Emerson & Fisher, Ltd.	J. A. Bernard	G. P. Breckon
Winnipeg	**Calgary**	**Vancouver**
Clare & Brockest	Ellis & Grogan	Wm. N. O'Neil & Co.

Easy to Adjust—Always Satisfactory

LePage's Oil Door Check and Spring



We also manufacture an unbeatable line of

BOTTOM STOPS

It will pay you to write at once for our Price List

LePage Door Check Mfg. Co.

237 Lansdowne Ave., TORONTO

PHONE PARK 1086

WM. KEATING, Manager

BAR IRON

We guarantee every piece of London Bar Iron to be chemically perfect and properly rolled. You will never run a risk of displeasing a customer if you specialize on London Bars. Our prices are as low as we can make them.

Write us to-day for quotations.

LONDON ROLLING MILL CO., LIMITED.

LONDON — CANADA

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

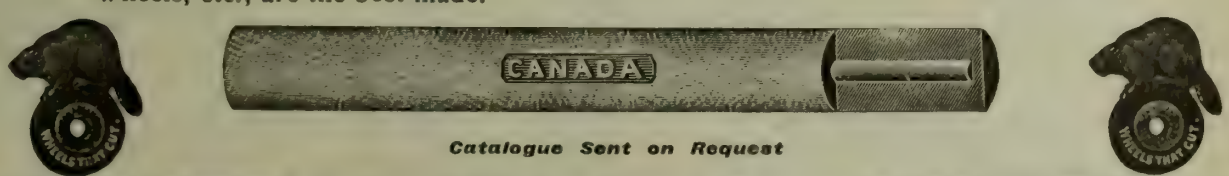
NEW YORK CITY

Wishing All Our Customers and Friends a Happy and Prosperous 1909

The THOMAS DAVIDSON MFG. CO.
Limited
MONTREAL and WINNIPEG

LOW PRICES **HIGH QUALITY** **NO DUTY**

These are the three advantages which the Canadian hardware trade are offered by us. Why pay duty on imported abrasive goods? Our **Emery and Corundum Scythe Stones,** Razor Hones, Knife Sharpeners, Axe and Slip Stones, Grinding Wheels, etc., are the best made.



Catalogue Sent on Request

CANADIAN HART WHEELS, Limited 440 Barton St. East, **Hamilton, Ont.** Operating { Canadian Corundum Wheel Company, Limited / Hart Corundum Wheel Company, Limited

Do You Want to Buy or Sell? The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.

Get After the Milkmen and Dairymen of Your Town and District. Here is a Line That is New and Specially Perfected for the Country Trade. We Want the Up-to-Date Hardwaremen to Handle this Money-Making Milk Can.

What is in Your Milk Pitcher? Leading Editorial, Montreal Daily Star, Dec. 2, 1908.

The Main Defect of Milk Cans is in Their Construction.

Inspector's Report, Montreal Standard, Nov. 28, 1908.

Heed the Report of S. M. Barre, on the Milk Inspection published in "The Montreal Standard," Nov. 28th, 1908, which says:

"The main defect of milk cans is in their construction. They are made of too light material and are put together in such a way as to soon "become unclean able. It seems as if their upper joints were made on purpose for gathering milk and putrefaction. In many cans we find a "crease in the upper joints. As a rule, the opening is too narrow, and very few of the covers are soldered so as to make them properly cleanable."

CHANGE YOUR MILK CANS ☞ AT ONCE ☜

The Public Demands This. ***The Authorities Will Enforce It.***

BUY THE "PERFECT" MILK CAN

Only One Piece Can on the Market.—Pressed out of one piece of steel plate.

No seams—Completely smooth on the inside—Rounded corners—No crevices for dirt and bacillus to collect—Exceedingly easy to clean.
Unexcelled in Durability. Tinned three times. Money-Saving. Patented world over.
Used in the finest Dairies in all countries.
The only can awarded "Grand Prix" at the Franco-British Exhibition, 1908.
Made in sizes from one quart to 10 gallons Imperial measure, in one piece.
Place your orders now for Spring.

To-day is the day to write for Catalogue and get the agency at the same time. Will send a sample can at your request.

BURMEISTER & WAIN, LIMITED, 13 St. John St. MONTREAL

PHONE MAIN 4373.

Why You Should Handle the "Galt Kind" in 1909

One good reason—it will pay you.
Discriminating people demand "Galt" Roofing, Ceiling, Siding, etc., and they expect you to have them when they want them.

The "Galt" dealer has a line of Sheet Metal Building Material which it pays to push—one that embraces all the newest and best made. He also has the protection and assistance which make the business pleasant and profitable.

We want one good, live dealer in every locality to represent us for 1909 and we want him to "get busy" right away. Many good territories still open. Are you interested?

The Galt Art Metal Co., Ltd.

GALT, ONTARIO

Western Agents—DUNN BROS., Winnipeg and Regina

McDougall Pumps

are standard Pumps, this is now well known from Sea to Sea, and if any improvements come up we immediately embody same. Our printers are busy with Catalogue No. 16, please let us have your name for a copy.

The R. McDOUGALL CO.

Galt, Canada LIMITED

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from Wholesalers, Manufacturers and Retail Dealers, who usually intimate they have looked through Hardware and Metal, but cannot find any firm advertising the line in question. In the majority of cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay them to advertise in larger space.

CLIPPERS.

PRIEST'S CLIPPERS

Largest Variety Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO American Shearer Mfg. Co., Rankin, Ill., U.S.A.

Wiebusch & Hilger, Limited, special New York representatives 106-110 Lafayette Street.

FLOOR SPRINGS.

The Best Door Closer is

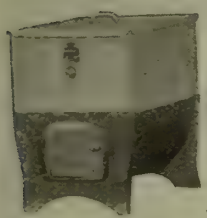
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - - - Birmingham

FOOD COOKERS



FOOD COOKER

Tank directly over fire heats quick with little fuel. Safe—can be placed anywhere a stove can. Very satisfactory. Used for many purposes. Prices low. write us.

The Steel Trough & Mach. Co. Ltd.

Tweed, - Ontario

COVERT MFG. CO.

TROY, N.Y.

Chains
Halters
Horse Ties
Snaps of all kinds
Jacks

Square Brand of Harness Hardware

Look for this Trade Mark on all Genuine Covert Goods

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

When writing advertisers kindly mention having seen the advertisement in this paper.

GALVANIZING.

GALVANIZING
Work and Prices Right
ONTARIO WIND ENGINE & PUMP CO., Limited
Toronto, Ont.

GALVANIZING AND TINNING
The CANADA METAL CO.
Toronto, Ontario.

HARDWARE SPECIALTIES

Headquarters for Sprayers

Do not buy your Sprayers till you see our improved makes for 1909, better than ever, six different styles and prices, hand and automatic. Send for catalog.

Manufactured by

THE COLLINS MFG. CO., TORONTO.

"PLIC" BOOKS

CARBON COPIES

of your letters and orders can be made easily and inexpensively by using "PLIC" BOOKS.

Write for information and sample.

The CARTER-CRUME CO., Limited
445-447 King St. W., Toronto, Ont.

PULLEY BLOCKS & CARGO GINS.

On Admiralty List.

Pulley Blocks and Cargo Gins.

Large variety of patterns. Single, Double, Treble and Snatch For Hemp or Wire Rope. Fitted with Galvanized or Gun Metal Sheaves, Patent Roller Sheaves, or Patent Self-Oiler Sheaves. Best possible workmanship and quality guaranteed. As supplied to H.M. Government. Also Cargo Gins and Ship's Fittings of all kinds.

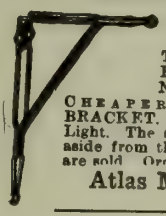
DAVEY & CO., 88, West India Dock Road LONDON, E.

RIVETS & STEEL PRODUCTS

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.

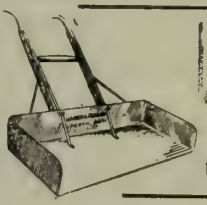


Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

Atlas Mfg. Co., New Haven.

SKATING RINK SCRAPERS



SKATING RINK SCRAPERS

Will clean the ice off in half the time. Appreciated by rink managers everywhere.

JAMES & REID, Sole Mfrs.
Perth - - - Ont.

TOOLS.

VENTILATOR

My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

WIRE WORK.

CRESCENT WIRE AND IRON WORKS.

Kingston, - Ontario

We have added a tinning plant, estimates given on Tin Dipped Wire Goods, Refrigerator Shelves, etc., also manufacturers of Wire Guards, Fencing and Railings.

PARTRIDGE & SONS, Proprietors.

PARKER WIRE GOODS COMPANY

1 Assonet St., WORCESTER, MASS., U.S.A.

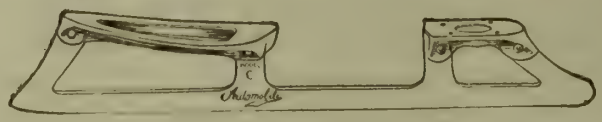
GENERAL AND SPECIAL WIRE HARDWARE.

Write us for prices

New York Office, - 107 Chambers St

THE NEW SKATE

Ounces lighter than any other—and stronger



IT'S just possible you have noticed that the skate you were selling largely last season was a very antiquated proposition ; that it might be made lighter and just as strong.

The "Automobile" Skate fulfils this idea. It's as far ahead of the present day skate as an automobile is ahead of the old-time buggy.

Lighter by many ounces than any other made and stronger.

It has an aluminum alloy top the metals just mixed to a point where they combine to make a material as strong as steel and five times as light. The "Automobile" Skate has also a thin blade of nickel steel—the toughest, strongest tempered metal on the market.

The Argument

FIGURE it out this way : Every slide of a skate takes you forward something over four feet while the other skate is lifted and held above the ice. Suppose a person goes ten miles around a rink—which distance is easily covered by most anyone skating to music—he has covered 52,800 feet and lifted either one skate or the other 13,200 times. We say that the "Automobile" Skate is, at the lowest figure, six ounces lighter than any other made. Figuring that out, we find that he has actually lifted 4,888 pounds less than he would were he using any other skates.

Canada Cycle & Motor Co., Limited, Toronto

A FULL LINE OF

20TH CENTURY

MAIL BOXES

No. 1

No. 2

No. 3

No. 4

These Boxes are constructed of No. 20 and 24 galvanized steel. They are so constructed that the contents cannot be removed without the keys. They are finished in Aluminum Flat Black and Black Japan. Order these by Name and No. from

YOUR JOBBER

MANUFACTURED BY **THE WM. F. HEISE MANUFACTURING CO.**

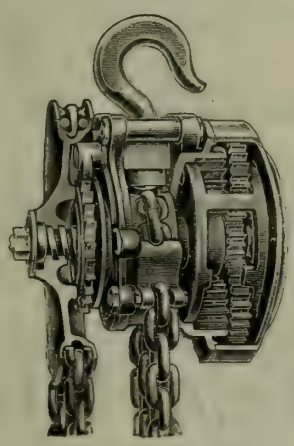
61-63 UNION PARK CT. - - CHICAGO, U.S.A.

We do not sell to Mail Order Houses.

A Good Hoist

will easily pay for itself within a few weeks where there is lifting to be done

Yale and Towne Triplex Hoists



are the quickest and easiest lifting appliances on the market.

¶ They will cut your labor cost in half on any job of lifting. With a Triplex Block one boy can do the lifting of several men.

¶ Try a Yale and Towne Triplex Block in your store, your shipping room and your warehouse and note the results.

All sizes from half to twenty tons.

Sole Canadian Agents

The Canadian Fairbanks Co., Limited

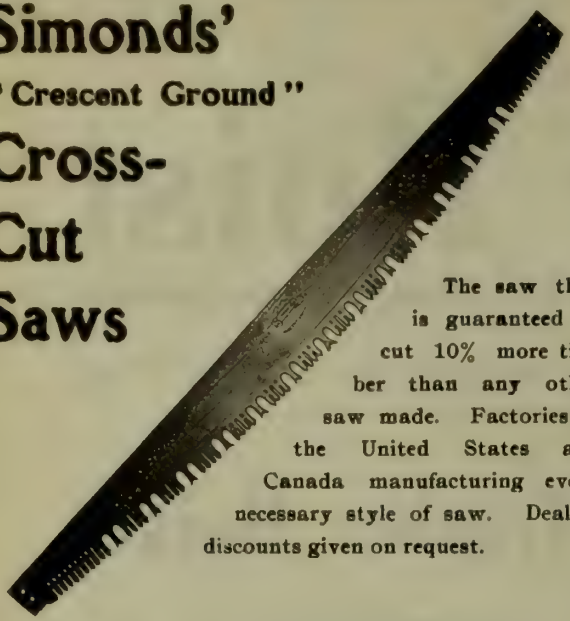
Montreal

Toronto St. John, N.B. Winnipeg Calgary Vancouver

Simonds'

"Crescent Ground"

Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw. Dealers discounts given on request.

Simonds Canada Saw Co.
LIMITED
Montreal, P.Q.
Vancouver, B.C. St. John, N.B.

Bone Cutters

This is a favorite size. We make other sizes, from

Small Hand

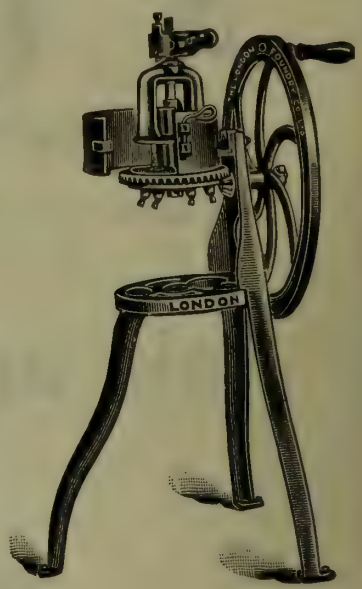
to

Large Power Machine

These are Fall and Winter goods.

A sample kept in your store will sell many of them.

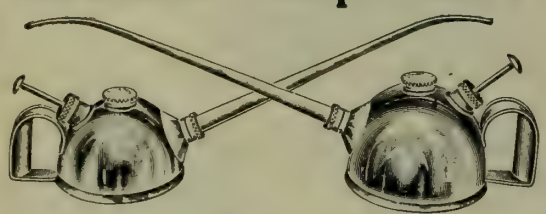
Send at once for catalogue and prices.



Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Howland Pump Oilers



For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U. S. A.

Atkins Silver Steel

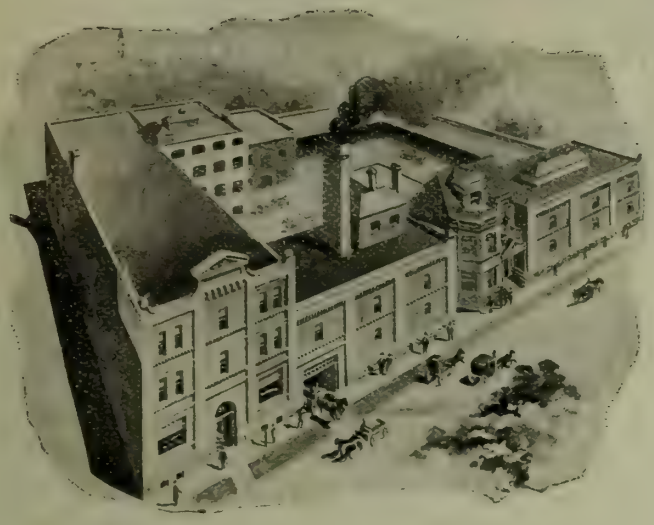
Segment Ground

Cross-Cut Saws

Made of our exclusive steel, on patented scientific principles—superior to others. Try them.

E. C. ATKINS & CO., Inc.
Canadian Factory, Hamilton, Ont.
Home Office and Factory, Indianapolis

Do Repeat Orders Pay?



LEADING HARDWARES

Have found **IT SO**

For all general Machine Bearings. It has no equal. You will find it the Best Seller you ever carried.

And it will bring Repeat Orders.

THE CANADA METAL CO., LIMITED, TORONTO, ONT.

Fine Cold Day Sellers

Clark Foot Warmers

for 1908-9 are lower in price than ever

Clark Heaters have a reputation for EXCELLENCE. No casting in a Clark—no soldered joints or screws to work loose—every part is solidly riveted. A Clark will last for years after any other would be down and out.

They fill the bill for Carriage, Wagon, Sleigh or Automobile.

Drop us a card for new Catalog. Your jobber has this line

Clark Coal is Best

It costs you no more than inferior grades and every brick carries a written guarantee to give at least 25% MORE HEAT than any other fuel on the market.

IT IS THE ONE FUEL THAT ALWAYS PLEASES

The Ideal fuel for foot warmers or self-heating sadirons is a **Our ABC Carbon** second grade fuel, but made so well that we guarantee every brick to heat as long and as strong as any heater fuel made, outside of Clark carbon.

Write for special folder on heater fuels

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET CHICAGO

RETROSPECTION
VS.
RETROGRESSION

There are two kinds of Stove Manufacturers.

One makes Stoves.

The other makes Stoves and Progress.

We do not wait for New Year's Day in order to make resolutions as to what the trade needs or ought to have, in order to justify the continuous trade of their customers.

¶ We have just completed what is undoubtedly the most comprehensive and efficient DUPLICATE PARTS SYSTEM ever attempted in this country of ours.

¶ Some stove makers merely call that supplying repairs. We don't. "Repairs" usually applies to some section of a stove that goes wrong ahead of time.

¶ DUPLICATE PARTS SYSTEM applies to McClary Method of doing all repairing in the making, and thereafter, if necessary, furnishing the dealer, in the quickest time, that section of a "FAMOUS" Stove that has lived out its natural days and needs duplicating.

¶ To undertake such a monstrous proposition required that we devote to the DUPLICATE PARTS SYSTEM idea some two years of study and a whole flat of that big floor space which constitutes the largest stove plant in the British Empire.

☞ You can count on it for 1909 that we will continue to search for those exclusive and powerful features that have made McClary's products known over a continent and compelled the establishment of distributing branch warehouses in the leading centres of the Dominion, in order to solve haulage problems for customers situated in any part of Canada.

McClary's

London **Toronto** **Montreal** **Winnipeg** **Vancouver**
St. John, N.B. **Hamilton** **Calgary**

Crown Perfection Range

"Smart's Crown"

A new addition to our line which we guarantee to be the equal of any Range (and superior to many) in construction and baking qualities.

The Crown Range

is a sure seller, just the kind of Range for which there is a good demand and just the one you want to handle. A Range that sells at a Reasonable Price and which can be heartily recommended.

The JAMES SMART MFG. CO., Limited

Winnipeg, Manitoba **Brockville, Ontario**

Triangular Revolving Grate Bars

are a special feature of the

Lackawanna Furnace

No one feature of a furnace has so much to do with its success as the grate, and no style except this has ever given complete satisfaction. These bars are very strong and make it easy to keep the fire entirely free from ashes and clinkers. The bars revolve either to the right or the left and never get clogged or immovable. After running the fire for months, the pot will be entirely free from clinkers, thus giving it a continuous maximum heating capacity. All that we claim for this grate is now conceded by experts. Our device for hanging the bars is unique, and is the simplest and best on the market. The bars can be taken out and replaced with ease.

Made in five sizes **Particulars on request**

Butterworth & Co., Limited - - Ottawa, Ont.

"MIDLAND"

BRAND

FOUNDRY PIG IRON

Made from carefully selected Lake Superior Ores with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Prices to Sales Agents

DRUMMOND, McCALL & CO.,
or to MONTREAL, QUE.
CANADA IRON FURNACE CO.
MIDLAND, ONT. Limited

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

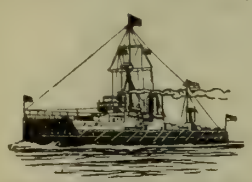
THE ERECTION AND REPAIR OF

WIRE FENCING

is a practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work.

Fully illustrated. Sent postpaid on receipt of 25c.

THE MACLEAN PUBLISHING COMPANY
Technical Book Department
10 FRONT STREET EAST, - TORONTO



REGISTERED TRADE MARK

A Marvel

WORLD RENOWNED PATENTED

"DREADNOUGHT" MILLING FILE

The best File on earth for steel, iron, brass, babbitt, lead, wood or anything else.

of economy, durability, rapidity, machine work, lathe or hand work. Your satisfaction or your money back. Get a sample dozen.

WRITE FOR CATALOGUE

Sole Manufacturer for Canada **J. H. HANSON TILLEY CO., Limited, 422-424 St. Paul St., MONTREAL**

All enquiries from American side should be addressed to The National File & Tool Co., The Bourse, Philadelphia, Pa.

TRADE MARK KEYSTONE BRAND REGISTERED

Klondike
Jubilee
Sterling

These three names have for years stood for ***high quality*** in ***Brooms.***

They are now put up with polished maple handles and are unequalled for value.

Manufactured by

STEVENS-HEPNER CO.
Limited

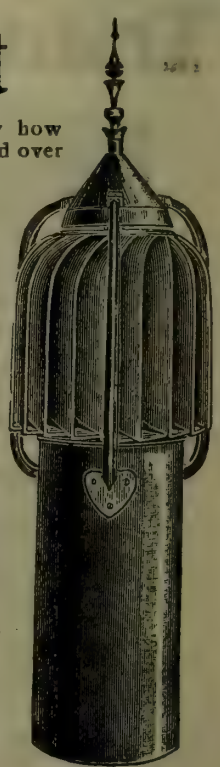
Port Elgin, Ontario, Canada

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter.

We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



Aeolian Ventilators

THE BEST MEANS FOR INSURING PURE AIR

One Testimony:

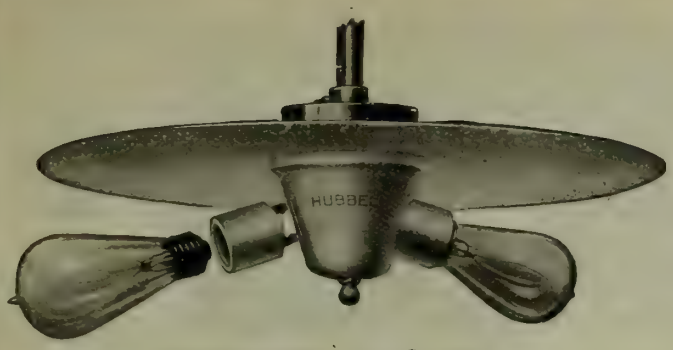
Montreal, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory.

Yours truly,
E. H. McHENRY, Chief Engineer.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

THE **J. W. HARRIS CO., LIMITED**
General Contractors and Manufacturers
MONTREAL



Hubbell Wireless Cluster
Made for 2, 3, 4, 5 and 6 Lights

Hubbell Improved Clusters

Easy to Instal

No exposed contacts. Nothing to work loose. Shade can be removed and replaced without disturbing electrical connections.

WRITE FOR PRICES

The R. E. T. PRINGLE COMPANY, Limited
MONTREAL WINNIPEG

Rotors pull out over dish so that the meat drops into the dish and not on the floor.

Dana
Food Choppers

The only Food Chopper not sold by catalogue houses, and advertised big in home papers.

By giving complete and lasting satisfaction to your customers, Dana Food Choppers help your *general sales.*

ASK YOUR JOBBER

THE DANA MFG. CO. Cincinnati, O.

The Freezer the Women want

Dana Peerless Freezer
Write for catalogue

Dana Mop Wringer takes a woman off her knees.

Hardware Store Business Methods.

Price $1.00

220 Pages, Bound in Cloth.

The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

Rules and Regulations for the Hardware Store.
The Hardware Buyer.
Good Methods in Stock Taking.
Prices and Catalogues.
Collecting Accounts.
The Merchant and His Employees.
Changing Business Conditions and How to Meet Them.
Profit Figuring System.
Starting in Business.

SEND $1.00 TODAY, and the book will be mailed by return.

TECHNICAL BOOK DEPARTMENT

The MacLean Publishing Company

10 Front St. E., Toronto, Canada

THE LARGEST

HOCKEY STICK

Manufacturer in Canada

The BEST and CHEAPEST Stick on the market.

Salyerd's Special

Takes the lead through Canada and the United States.

Wholesale and Jobbing Trade only supplied.

Manufactured by

E. B. SALYERDS,

Preston, Ont., Can.

note the address.

PLYMOUTH CORDAGE COMPANY'S FACTORY
AT WELLAND, ONTARIO

¶ High quality in any article always means satisfaction to the user. In all Cordage products it means not only satisfaction but economy as well.

¶ We would like a chance to demonstrate this to every Cordage buyer in Canada. We know the truth so well that Plymouth Cordage Co. in all its goods makes one grade only—the best.

¶ Look over this list, mark the items in which you are interested, tear out and mail to address below. You will receive promptly samples and full information.

Manila Rope	**Transmission Rope**	**Bale Rope**
Sisal Rope	**Hide Cord**	**Lath Yarn**
Clothes Lines	**Leather Cord**	**Shingle Ties**

INDEPENDENT CORDAGE COMPANY, LIMITED

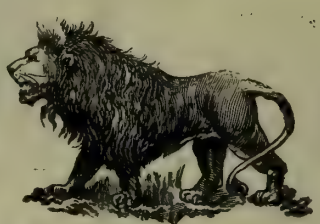
Stocks at
TORONTO ST. JOHN
MONTREAL WINNIPEG
HALIFAX VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO

Satisfaction Guaranteed **A MARK OF QUALITY** *Prompt Delivery*

Manila Rope
Transmission Rope
Yacht Rope
Bolt Rope

LION



TRADE MARK

BRAND

Sisal Rope
Lath Yarn
Shingle Yarn
Bale Rope

CONSUMERS CORDAGE COMPANY, LIMITED

Mills: MONTREAL, QUE. HALIFAX, N.S.

Manufacturers of CORDAGE and TWINE of all descriptions,

From

Manila, Sisal Jute, Russian, Italian

AGENTS AND BRANCHES:

F. H. ANDREWS & SON, Quebec, Que.
CONSUMERS CORDAGE CO., Limited, St. John, N.B., Toronto, Ont.
MacGOWAN & CO., Vancouver, B.C.

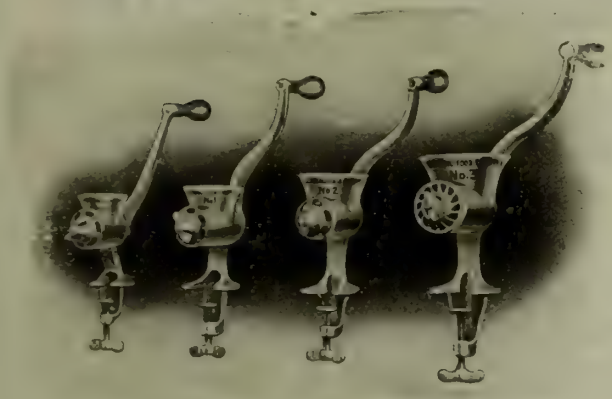
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton.

Complete Stocks at Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver

STEEL KNIVES—

properly tinned, self-sharpening, self-cleaning, absolutely non-rustable steel knives — are features of the

"GENERAL" and "SHIRREFF" FOOD CHOPPERS



"General" and "Shirreff" Choppers are made in four sizes—a range that covers your demand from the largest to the smallest.

Prices and Discounts on request.

SHIRREFF MFG. CO., Limited
BROCKVILLE, - ONT.

Agent Wanted

Old established cutlery manufacturer, of Solingen, Germany, having had dealings with Canada for more than 30 years, requires energetic agent with a thorough knowledge of the article, and good connections with all the leading wholesale houses, as

Cutlery Agency

Sole Agent for the Dominion

Wanted A person regularly visiting all the principal places of the country.

Write full particulars to No. 2915, Hardware & Metal, Montreal

If you buy the right goods they will sell themselves — Particularly true of

"Enterprise"
Food
Choppers
Best Made
Best Known
Best Liked
Best Advertised

This picture shows the graceful lines and strong simplicity of the

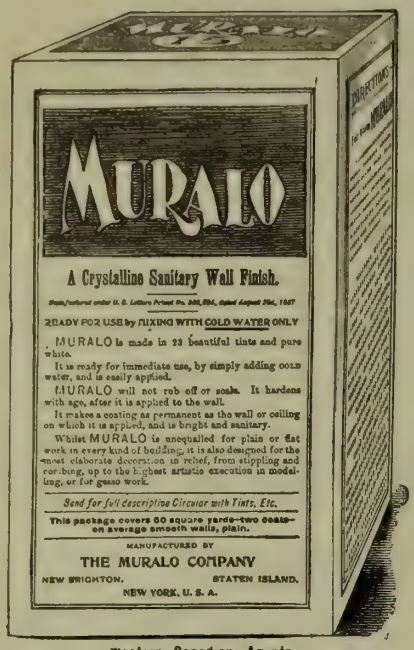
"ENTERPRISE"

POINTS

A capacious hopper that holds more, instead of less, than it appears to hold
A perfect cutting mechanism
A tight, true feed screw
Double tinned
Four knives with each machine

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U.S.A.

MURALO



SANITARY WALL COATING

Muralo is the pioneer of Sanitary wall coatings —and for 15 years has enjoyed the largest sale, chiefly because it will, under any circumstances, give superior results. Muralo is made in 28 beautiful tints and has remarkable covering power, spreading qualities and artistic finish.

SHOULD BE HANDLED BY ALL HARDWARE AND SUPPLY STORES

Western Canadian Agents
ASHDOWN HARDWARE COMPANY
Winnipeg, Manitoba

SOLE MANUFACTURERS

THE MURALO CO.

NEW YORK

The Largest Manufacturers of Water Paints in the World.

Canadian Agents:
A. RAMSAY & SON CO.
MONTREAL

Disston Saws

The largest Saw Manufacturing Plant in the World and its Trade Mark—EMBLEMATIC of the Principle upon which the High Reputation for Quality, Workmanship and Utility have been built.

HENRY DISSTON & SONS, Inc., Philadelphia, U.S.A.

Keystone Saw, Tool, Steel and File Works.

CANADIAN WORKS, 112 Adelaide Street East, TORONTO

To Everyone in the Trade We Wish A Happy, Busy, Prosperous New Year

DURING the sixty years we have been in business our aim has been to provide a thoroughly up-to-date and absolutely complete assortment of shelf and heavy hardware—a stock upon which retail hardwaremen could rely for quick and satisfactory selection at any season. That we have succeeded is borne out by the constancy of our customers.

THE recent fire which we experienced a few months ago has necessitated an enormous amount of buying and we start the year 1909 with a large and complete assortment of entirely new goods and in a better position than ever to look after your wants.

Rice Lewis & Son, Limited

Toronto = = = Canada

"NEVERSLIP ANCHOR WEDGE"

It matters not whether the handle is old and shrunken, or new and green, the "NEVER-SLIP" will make it as secure as if it were part of the head itself—virtually one piece with the metal.

Tools with a firm handle perform their work bet ter, last longer and give better satisfaction

Used by many of the largest hammer and hatchet manufacturers.

Anchors firmly at any point it stops.

Made in many sizes.

Send for terms and prices.

NEVERSLIP ANCHOR WEDGE CO.
AUBURN, N.Y.

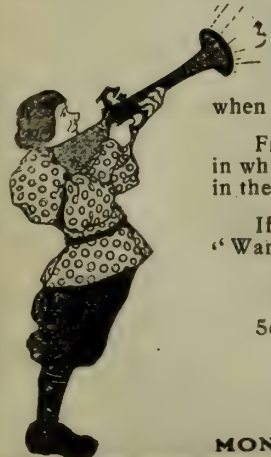
Canadian Representative, W. F. Canavan, 13 St. John St., Montreal, Canada.

Wishing our many friends in the Hardware trade throughout Canada

A HAPPY and PROSPEROUS NEW YEAR

The SANDERSON-HAROLD CO., Ltd.
PARIS - CANADA

NO SHOOTING AT RANDOM



when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in your proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,
MONTREAL TORONTO WINNIPEG

MEN WHO SELL THINGS

By WALTER D. MOODY

If you have goods of any kind to sell and want to enlarge your selling capacity, read this new book for Salesmen, Manufacturers and Merchants. It is full of sane and stimulating suggestions and embodies the results of 20 years' study of the problems which confront the average seller of goods.

The Maxims of the book are:

How to get out of the rut,

How to increase the efficiency of your selling service,

How to encourage a higher standard of salesmanship on the part of your men or in yourself.

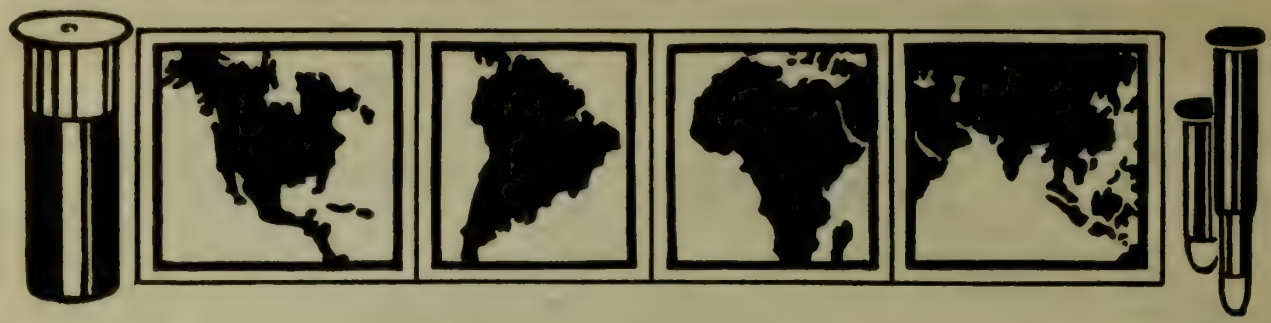
We will mail you a copy postpaid on receipt of $1.10.

TECHNICAL BOOKS
10 Front Street East, - TORONTO

Christmas Greetings

THOSE of our customers who came through the year with their Prospects of Prosperity amply fulfilled, we wish for them a continuance of the same; to those whose fortune was not what it might have been, we sincerely hope and trust that the New Year will give to them all that they might have wished for in the past.

UNITED STATES
STEEL PRODUCTS EXPORT CO.
MONTREAL, QUEBEC



BEHIND EVERY SUCCESS IS A PURPOSE. Ours is to make the best ammunition in the world. Yours is to sell the best ammunition.

Our purpose reaches across the Atlantic to get the finest smokeless powders made. We will go to the ends of the earth to get the best metal, paper, ingredients, machinery and experts.

You have only to reach to us, to sell the best ammunition. Your success is worth a post card.

Cartridges of every size, for every make of arm. The four famous, perfect shells.

DOMINION CARTRIDGES (Sure Fire)

Regal Shells	Imperial Shells	Sovereign Shells	Crown Shells
(Ballistite dense smokeless powder.)	(Empire Bulk Smokeless powder.)	(Empire and Dupont bulk smokeless powder.)	(Best black powder.)

Dominion Cartridge Company, Limited, Montreal

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

To Our Patrons and Friends—

May you have a Happy Christmas, and may you enjoy its festivities to the fullest extent.

THE JAS. MORRISON BRASS MFG. COMPANY LIMITED TORONTO, ONT.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Retail Hardware Association News

Official News and Correspondence on Association Matters Should Be Sent to the Secretary of the Ontario Retail Hardware Association, 10 Front Street East, Toronto, and Matter for Publication in This Department Addressed to the Editor of Hardware and Metal, Toronto.

ONTARIO EXECUTIVE TO MEET.

A meeting of the Executive Committee of the Ontario Retail Hardware and Stove Dealers' Association has been called for Thursday, Dec. 31, at 1 p.m., at the Waldorf Hotel, Hamilton, when final arrangements are to be made for the big convention to be held in the "Hardware City" on Tuesday, Wednesday and Thursday, Feb. 9, 10 and 11.

Arrangements are being made by the jobbers and manufacturers of Hamilton to entertain the visiting retail hardware men in royal style, at least 150 being expected. This will be almost double the highest attendance so far, 90 attending last year's gathering at Toronto. In addition to this, probably half a hundred travelers will also be present, some with exhibits and others with their usual abundant supply of good fellowship.

The programme will include an Executive Committee meeting on Tuesday morning, convention meetings on Tuesday and Wednesday afternoons (open to members only) and an open session to which travelers, etc., are invited to confer with the retailers on trade matters on Thursday afternoon.

Visits to Factories.

On Wednesday morning it is planned to visit the plants of the B. Greening Wire Co., and the Canada Screw Co., and on Thursday morning visits will be made to the works of the Canada Steel Goods Co., Canadian Shovel & Tool Co., Canadian Drawn Steel Co., and the E. C. Atkins Saw Co. Then on Friday invitations have been extended to the visiting retailers to visit the Hamilton Steel & Iron Co.'s blast furnace and rolling mills, the International Harvester Co.'s works, and the Westinghouse electrical plant, in addition to which any of the following hardware manufacturers will welcome such members of the trade as may find it convenient to pay a visit to their factories: Allith Mfg. Co., Bowes, Jamieson & Co., F. W. Bird & Son., Brown & Boggs, Burrow, Stewart & Milne, Canadian Steel & Wire Co., Dominion Belting Co., F. F. Dalley Co., Dowswell Mfg. Co., Gurney-Tilden Co., Gurney Scale Co., Hart Emery Wheel Co., Meridan Britannia Co., D. Moore Co., McClary Mfg. Co., Ontario Lamp & Lantern Co., and E. T. Wright & Co. The processes of manufacturing followed at most of these plants is very interesting and the retailer who decides to spend some time at the factories will find the educative value of the visit will more than repay him for the time spent.

Exhibits at Convention.

Another feature during the convention will be the exhibits to be made by many manufacturers at the hotel where the convention is to be held. Last year F. Deickmann & Co., Asbestos Sad Iron Co., Pike Mfg. Co., Shurly Deitrich & Co., Brantford Roofing Co., and others, signified their desire to make exhibits. Already the following additional firms have arranged to make exhibits: Taylor Forbes Co., S. F. Bowser & Co., Moffat Stove Co., Canada Paint Co., Simonds Saw Co., Hemming Mfg. Co., Auto-Strop Safety Razor, while the Dundas Axe Co., United States Register Co., Lufkin Rule Co., Benjamin Moore & Co., Canadian Cordage Co., Carborundum Co., Robt. H. Ingersoll & Bro. (watches), and other firms have arrangements under consideration. It is probable that the number of firms exhibiting will be from 20 to 25.

Entertainment Features.

The social side of the convention will be looked after by Wood Vallance & Co., who a year ago invited the association to hold its convention at Hamilton. With these jobbers will be associated the hardware manufacturers of Hamilton. On one evening a theatre party is planned, and on another a banquet will be tendered the members of the association. Conveyances will also be provided to the delegates who wish to visit the factories on Wednesday and Thursday mornings.

R. R. Williams, hardware editor of The Iron Age, New York, has also been invited, and hopes to be present during the convention. Mr. Williams is probably the best posted man on hardware association work, and his advice on many matters will be found of inestimable value by the members of the association.

Railway Arrangements.

Arrangements have not been completed with the railways for transportation, but with the large attendance assured single fare or fare and a third rates will be obtainable. A special rate to Niagara Falls to see the ice bridge may also be arranged for.

Altogether the fourth annual convention of the Ontario association seems likely to be the biggest event in the history of the trade in Canada and many who fail to attend will regret it afterwards. The association has outgrown its baby clothes and is now a recognized factor in the trade, one of the probable outcomes of the coming convention being the appointment of a permanent joint committee representing the wholesale and retail associations, to deal with all problems affecting the interests of both branches of the trade.

Suggestions Wanted From Travelers.

One feature of the convention not yet fully arranged for is the programme for the open meeting, to which the representatives of the jobbers and manufacturers are invited, and any suggestions which can be made for the Thursday session will be welcomed.

THE PARCEL POST.

The following editorial from the Toronto Daily Star, a paper understood to be controlled by departmental store interests, is significant of the fact that the agitation for a parcels post c.o.d. is by no means dead:

"Express companies were created for the purpose of securing speedy delivery of small parcels at moderate cost. The first part of this service has been performed; the second has not. We have the quick service, but the cost to the patrons is altogether out of proportion to the cost incurred by the carrier in performing the service.

"The Railway Commission is now clothed with power to compel express companies to readjust their rates on a more equitable basis. Unfortunately the commission acts only when complaints are presented to it, and in a case such as this it is difficult to get anyone to undertake the trouble and expense necessary for the collection of evidence on which an appeal to the commission could be based. The exactions, while unreasonable, amount to so little in the case of each individual that it is considered easier to put up with the injustice than to fight the companies before the commission.

"There is, however, another means of redress open—by pressing the Government to inaugurate a parcel post service similar to that now given in Great Britain. In Great Britain the post office carries parcels from one to eleven pounds in weight, and in combined length and girth up to six feet. With a service such as that in operation in this country, it would be possible for the city householder to order eggs, poultry, butter, or fruit direct from the producer, and have the same delivered as letters are delivered now. By this means the goods could be placed on the table while still absolutely fresh, and there would be better profit to the producer and less cost to the consumer. Not only this, but the inauguration of such a service would compel a reduction in the present schedule of express rates all along the line."

The departmental store magnates are awaiting a favorable opportunity to again spring their pet project of making every postmaster a clerk and collector for them. The best weapon the retailers have to fight for their rights is a trade association and the merchant who fails to support his trade organization should not squeal when the mail order house cuts down his opportunities for business.

The Montreal Water and Power Company have taken over the contract for supplying water to Montreal West from the Le Credit Municipale Canadien. Ample pressure will now be secured and filtered water is promised as soon as the M.W. & P. Company install a filter.

Maritime Commercial Travelers Dine

Annual Banquet of Eastern Association Held at St. John Last Thursday—Speeches Comment on Solid Prosperity and Bright Future of the Provinces by the Sea—Wit and Goodfellowship Make up Pleasant Occasion

St. John, N.B., Dec. 21.—Goodfellowship, excellent menu, songs well sung, and good sound speeches marked the annual dinner of the Maritime Commercial Travelers' Association in the Royal Hotel, St. John, on Thursday evening, Dec. 18. There were about 150 present and among the number were excellent public speakers, not to mention the facility of business talk which, of necessity, marks the men of the traveling guild; excellent singers, too, helped pass the evening pleasantly, and the whole company being good entertainers, for that quality attaches by traditions to the commercial man, it can be easily imagined that the time passed pleasantly. In the more serious view, there was much of solid prosperity talk and suggestions for the advancement of the country were not lacking.

The Guests of Honor.

On the right of the president, R. A. March, sat Lieutenant-Governor Tweedie, of New Brunswick, Judge McLeod, Premier Hazen, W. H. Thorne and W. E. Foster, president of the St. John Board of Trade and at his left Senator J. V. Ellis, Dr. J. W. Daniel, M.P., Mayor Bullock and J. M. Lyons, general passenger agent of the I.C.R. At

RALPH E. MARCH,

President Maritime Travelers' Association.

each place those at the table found the menu tastefully presented in the form of a grip.

The dining-room was artistically decorated with flags and bright with red, white and blue electric lamps. On the

JAMES JACK,

Secretary Maritime Association.

tables, pink chrysanthemums and carnations were prettily arranged with ferns. The menu was:

C.P.R. Cocktail
Ox Tail Soup
Salted Almonds Queen Olives
Boiled Salmon
Celery Saratoga Chips
Boiled Turkey Roast Beef
Mashed Potatoes. French Peas. Sliced Beets. Lettuce
Roasted Grouse, Larded
English Plum Pudding, hard and brandy sauces Mince Pie
Creams Jellies
Fruit Ice Cream Coffee

Among those sending letters or telegrams expressing regret at their inability to attend were: Hon. William Pugsley, Minister of Public Works; Hon. G. P. Graham, Minister of Railways; Lieutenant-Governor Fraser, of Nova Scotia; Lieutenant-Governor McKinnon, of Prince Edward Island; Mayor A. B. Crossley, of Halifax; T. H. Estabrooks, who was in Montreal, and many others.

Some of Those Present.

In addition to the guests of honor those present were: A. C. Currie, of the D. A. R.; Leb. Thompson, of the Eastern Steamship Company; F. E. Hanington, of the I.C.R.; W. H. C. McKay, of the C.P.R.; James Jack, secretary; J. Roy Campbell, H. B. Schofield, F. W. Fraser, C. H. Peters, J. H. Harris, W. H. Barnaby, G. E. Faulkner, T. H. Estabrooks, W. S. Fisher, W. J. Sutherland, E. B. Jones, S. H. Davis, J. McNeillie, J. A. Tilton, G. E. Barbour, W. C. Rising, J. S. Knight, A. R. Melrose, H. R. Ross, W. E. Bogart, Mr. Nixon, Mr. Hanson, T. C. Ryder, R. S. Low, E. L. McDonald, R. J. Humphrey, J. V. Russell, H. Vaughan, H. P. Robinson S. B. Smith, D. S. Bell, A. G. Golding, W. H. Campbell, A. Stilwell, E. H. Turner, W. E. O. Jones, Mr. Hamm, H. C. McClaskey, W. A. Stewart, G. E. Dawes, W. L. Robson, W. W. Hawker, S. E. Elkin, W. C. Chestnut, C. E. Taylor, L. D. Hatfield, H. O. R. Bealey, Mr. Watters, Mr. Wetmore, H. C. Simmons, J. M. Scovil, jr., W. P. Maher, W. Tapp, A. E. Everett, T. McA. Stewart, J. W. Arnold, L. R. Rattie, R. Fenwick, E. J. Terry, J. C. Jones, J. E. Petrie, H. W. Cole, J. B. Douglas, W. Wilson, A. S. Bowman, Mr. Upham Cyril Clarke, R. B. Ledingham, E. B. Coll, F. A. McAndrews, Mr. Banks, J. A. Burn, G. H. White, A. E. Schofield, Mr.

W. S. FISHER, ST. JOHN,

Wholesale Hardwareman Who Proposed the Toast to the Transportation Companies.

Blanchard, R. Morrow, A. G. Watson, R. L. Phillips, J. Pringle, J. B. Douglass, H. H. Smith, F. C. McNeil, Mr. McKean,

F. Hartt, J. L. McKinnon, A. M. Fraser, A. R. Massie, J. T. Hartt, F. L. Cooper, R. F. Merlin, W. G. Scovil, C. H. McDonald, F. A. Dykeman, W. H. Thompson, W. C. McFarlane, H. B. Myles. W. H. Harrison, John Keefe, J. A. McAvity, James Patten, D. A. Fox, J. P. Barnes, H. E. Pyke, J. Metcalfe, E. W. Henry, L. C. Armstrong, W. R. Myles, Mr. Branscombe, R. W. Estabrooks, A. D. McDonald, A. McMillan, J. G. Harrison, T. E. G Armstrong and G. B. Hegan.

The President's Greeting.

The president, R. A. March, proposing the first toast, extended a hearty and cordial greeting on behalf of the new Brunswick members to the representatives from Nova Scotia. He was glad to welcome their other guests and the members of other associations. He hoped it would not be long before they would all form part of one great Dominion travelers' association. He was pleased to see so many of the employers present. He thanked the members for electing him president and he thought the passing of the presidency from one province to the other would result in cementing the men more closely together.

The toast to the King was then drunk with musical honors.

Vice-president A. E. Massie, proposed the Governor-General of Canada and the Lieutenant-Governors of the Maritime Provinces. This was honored by singing the Maple Leaf and They Are Jolly Good Fellows.

Future of the Provinces.

Lieut-Governor Tweedie in reply made a witty and pleasing speech which elicited frequent applause. He paid a warm tribute to Earl Grey, than whom there had never been a more popular governor-general since confederation. He spoke of his faith in the great future of the Maritime Provinces. New Brunswick was occupying a more prominent position in a commercial way than ever before. Vast quantities of goods were being exported through this port, which was growing in importance every year. The Governor then referred to steps to preserve the forests which were of such great value to the province. It was a great pleasure, he said, to meet the members of the association who were such important factors in developing the commercial interests of the Dominion. They were acquainted with the people of all districts and were constantly opening up trade. He hoped the association would grow and prosper and he wished them all a Merry Christmas and a Happy New Year.

A quartette composed of Messrs. March, Cooper, Cole and Massie then sang two selections, which were heartily applauded.

Commercial Information.

A diversion in the toast list was made so that Judge McLeod might be heard on the subject of commercial law. His honor was given a very hearty reception. He said the subject on which he had been asked to speak was such a comprehensive one that he would not be able to do other than to touch on some of the main points in a general way. He first dealt with the subject of "principal and agent." An agent was one who was employed by another and contracts made by him were binding on the principal so long as the agent acted within the scope of his authority. He spoke of the different classes of agents and defined the scope of their authority. He also paid some attention to the question of "employer and employe," showing when and why an employer was liable for acts of his employe. In closing, he said he was glad to meet the class of men who were present and who were the business men of the country. He believed the association to be a good and a valuable one, and he wished them every success.

The Mayor Speaks.

J. Petrie proposed the toast to the Mayor and corporation of St. John, to which Mayor Bullock responded. His worship extended a cordial welcome to the visitors on behalf of the city.

He referred to the time when he was one of their number. He had started out on the road from his father's office when nineteen years old, and had done a fairly good business. He recited some of the changes that had taken place in the work and manner of getting business in the past twenty-five or thirty years. The traveling men of the present day had a much easier life than in the old days. He concluded by wishing the members of the association every success.

After a solo by Mr. McKean, Secretary James Jack proposed the toast of the Boards of Trade and Commerce of the Maritime Provinces, coupled with the names of G. E. Faulkner, president of the Halifax Board, and of W. E. Foster, president of the Board in St. John.

Mr. Faulkner spoke of the excellent support given the Halifax Board of Trade by the business men. Referring to the discussions which arose at times regarding the merits of St. John and Halifax, he did not attach much importance to them. Halifax was proud of the progress of St. John. Both cities were making progress and nothing could keep both ports from growing. He congratulated the president on his election and the justice he had done to the occasion.

Mr. Foster referred to efforts which St. John was making to develop the export business. He urged that when such associations as the commercial travelers' and Boards of Trade met they should avoid sectional subjects and discuss matters of interest to the three Provinces. He placed himself on record as in favor of Maritime union and expressed the opinion that the verdict of the people if taken would be in its favor.

Transportation Facilities.

After a selection by the quartette, the chairman called on W. S. Fisher to propose the toast of the Transportation Companies. Mr. Fisher, after speaking in terms of praise of the railways of Canada and paying a special tribute to the C.P.R., went on to refer to the resources of the Maritime Provinces and the want of willingness on the part of the people to invest their money in development. In the manufacturing line he said more had been done and as many as 150 Maritime Province concerns were now shipping goods to Quebec, Manitoba and the great West.

Much that had been done was due to the transportation facilities. He believed the Maritime Provinces could produce goods as cheaply or more so than elsewhere, but the courage to go after the business was lacking.

J. M. Lyons, of the I.C.R., and A. C. Currie of the D. A. R. replied to the toast.

F. C. McNeill, in Highland costume, sang a couple of Scotch songs, which were very heartily received.

Geo. B. Hegan proposed "Our Guests," coupled with the names of Hon. J. D. Hazen and Dr. Daniel. M.P. Both made excellent addresses.

A solo by Frank Cooper followed.

The last toasts on the list were those to "The Press," "The Ladies," and "The Dinner Committee," each of which was pleasantly responded to.

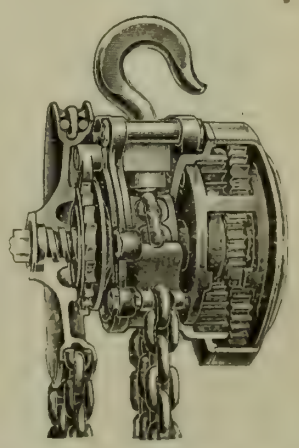
Business Meeting Follows.

On the morning following members of the association to the number of about seventy met in the Board of Trade rooms and discussed matters of general interest. A delegation of employers was present and the time was profitably spent.

Considerable credit is due President March and Secretary Jack for the very successful gathering.

CHAIN HOISTS.

The accompanying illustration shows the Triplex block, which for 30 years has been in successful use in chain hoists. Used with Yale & Towne chain,



Section Showing the Mechanism of a Triplex Block.

as handled by the Canadian Fairbanks Co., Montreal and Toronto, it is guaranteed to give satisfaction.

Dominion Travelers Dine in Montreal

Thirty-fourth Annual Banquet of Dominion Association Held on Monday Evening—Largest Attendance in Years, Including Many Guests of Distinction—Brilliant After-Dinner Speeches.

For the thirty-fourth time in their history the Dominion Commercial Travelers' Association held their annual banquet on Monday evening of this week in the Windsor Hotel, Montreal.

According to those who were in a position to judge, never before was there such a "feast of reason and flow of soul." The after-dinner speaking was of a particularly high order. Speeches were short, as a rule, many of them witty in the extreme, and all brimful of patriotism.

And the attendance was magnificent. Travelers were there representing every house of importance in Montreal, every trade, and many races and creeds. Extra tables had to be brought in to accommodate the 334 travelers present.

At the guests' table were seated gentlemen representing Canada's greatest political, commercial and professional interests, and every speaker had something interesting to say.

Samuel J. Mathewson, the new president, occupied the chair and took upon himself, at the request of his fellow-members, the duties of toastmaster for the evening, doing himself credit and helping considerably to keep the ball rolling.

On his right were seated Hon. Charles Murphy, Secretary of State; Hon. Charles Marcil, Speaker of the House of Commons; Hon. W. A. Weir, Provincial Treasurer, Quebec; Henri Bourassa, Ald. Robinson, Max Murdock, J. S. N. Dougall, C. A. Chouillou, President of the Chambre de Commerce Francaise; A. A. Roy, representing the Chambre de Commerce; W. H. Olive, Charles Gurd, Rev. Herbert Symonds.

To the left of the chairman were R. L. Borden, J. Bevan Giles, vice-president; Professor Stephen Leacock, of McGill; W. J. Egan, retiring president; Mayor Galbraith, of Westmount; Hon. J. D. Rolland, R. C. Wilkins, Thomas Henry.

Progress of Association.

After proposing the toast, "Our King," Mr. Mathewson made a very neat little speech sweet for its brevity, containing more humor than his friends thought he possessed, and full of facts. He referred to the strength of the Dominion Commercial Travelers' Association, its wonderful growth, and the good work it was accomplishing. He humorously characterized it as the oldest association on the face of the earth, justifying his statement by explaining that Noah was the first commercial traveler on record, having carried a larger line of samples than any man ever attempted before or since. At present over 6,200 men belonged to the association, and more were joining every week.

Vice-president J. Bevan Giles was called upon to propose the toast "Our Country," which he did in a very able manner, the audience singing "O Canada."

Hon. Charles Murphy, the new Secretary of State, was the first speaker called upon to reply, and he made a brilliant little speech. It was the first time he had spoken in Montreal since his appointment to his present position and he was listened to with considerable interest, especially as being the youngest member of the Cabinet.

He spoke of the high esteem in which Sir Wilfrid Laurier held travelers of the Dominion, and conveyed to the association the Premier's regrets for not being present, due entirely to the proximity of the opening of Parliament.

Travelers Count Always.

Speaking of the legislation in which he had been interested since assuming

S. J. MATHEWSON,
The New President.

Sam Mathewson, the new president, made a dignified chairman at the dinner. Sam has the dignity which usually goes with brains. He is famous for his liquid language, and his love of Montreal, his native city. Esperanto represents words he forgot to use in praising Montreal. He has revised the Japan tea business; improved the baking powder industry, and corrected the salmon fisheries; the words he has used in praising Montreal and boosting Japan teas, marshalled in columns of fours would go twice around chaos, and then have enough left over to keep Sir Wilfrid Laurier in speeches for four years.

His ancestors came from the Emerald Isle, and he inherited the wit of his race. He declared that the commercial men were the greatest society in the world. They were the oldest known. Noah was the oldest traveler, and he had the greatest line of samples. Adam had a monopoly on the clothing business and he would never have taken to the road had he not taken on a side line of apples.

Mr. Mathewson will make an ideal officer. He is wise. He wears kind of magic spectacles, through which he sees everything in his lines at once—on both sides of the street, and around the corner. He was for years a drummer. He has seen the soul of the machine, and preached the Apostleship of Empire. You cannot classify him except among God's own." Sam is the man that is. For him everyone seems to have a good word, and at the same time to have a deep amd abiding admiration. He believes in the Poor Feud laws.

BEVAN GILES,

The Association's Vice-president.

Bevan Giles, vice-president of the association, sat very close to R. L. Borden during the dinner, and afterwards proposed the toast to Canada. Everyone wondered how Bevan did so well, but it was the beverage he sells, no doubt. He is able to exhibit all the hall-marks of genius. He has lungs of many horse-power, though he is not of great stature. He has impulsive ears, and a sinewy expression. Language is his long suit, especially French dialect, and such is his fame and power as a reciter that on his approach the Kaiser flies to his cyclone cellar, Sir Wilfrid retreats to Arthabaskaville, the Pope turns loose his fiercest Roman bulls, strong men weep, and the Beer Trust throws up its hands.

Bevan is liked by all who know him, and can tell a good story in almost any dialect with much agreeableness. Bevan will be the next president. He is a splendid official.

office, he said that none had given him greater pleasure to promote than that which resulted in the selecting of a Monday for our national day of Thanksgiving, and the choosing of a Monday for election day. It was largely due to the consideration of the commercial travelers that such legislation had come to pass. The interests of the travelers were at all times before the members of Parliament. They were justly considered the most reliable barometers of public opinion, and could always be counted upon to predict with reasonable accuracy the result of anything which concerned the public from a horse race to an election. In the history of the commercial travelers was reflected the national development of Canada. In the old days, when travelers were few, and when they pursued their occupation at the peril of life and limb, the business of the country was small indeed. The wholesale business was confined almost entirely to Montreal, Quebec and Toronto, and any firm having an annual turnover of $50,000 was considered most wonderfully progressive. Two-year credits were the bane of the wholesaler's existence. In those days the West was but a hunting country, unknown and unappreciated, while the East did not concern itself with Central Canada any more than Ontario and Quebec interested themselves in the Maritimes. This was all of the past now, and much credit was due to the commercial traveler for the strong part he had played in bringing the business men of the different parts of Canada more closely together.

W. J. EGAN.

Retiring President, Member of Executive.

William Egan, known to his traveler and other friends as "Bill," is one of Mr. Dooley's own friends, and we "see be the pa-apers" that his stock of wisdom is still on draught. He does not like Westmount water. William was an ideal president, and his diplomacy showed profit for the association. Mr. Dooley defined the retiring president when he said how he knew so much. "Ye want to know what's goin' on, an ye want some wan to make up yere mind about it." William increased the membership of the association, and made the cash register work all right. He is not opposed to ladies, but women members were barred under his regime. Mr. Egan is an enthusiastic lover of horseback riding and outdoor sports generally. Ireland is the home of his ancestors, and the hand-organ will please play the air that endears him to our memory. William is a citizen, by divine right, of the Celestial City of Good Fellows.

Preaches Canadianism.

In the establishment of the Board of Railway Commissioners Parliament had done something which he thought was proving of much benefit to the business community. Another matter he referred to was the policy of the Government regarding immigration. Every encouragement was being given desirable immigrants. This was worthy of note, for every new immigrant meant a new consumer of Canadian goods, and to the traveler another opportunity for trade. Concluding, he stated that Canada was rapidly assuming the proportions of a great nation within a nation, and that only the strongest Canadianism would enable us to continue our upward progress, and to maintain the high position we were beginning to hold among the countries of the world.

R. L. Borden's Address.

R. L. Borden, leader of the Opposition, followed, addressing the gathering as "fellow travelers," saying that his work necessitated much traveling, and that he considered himself entitled to so address them. He was very glad to be able to get around the country so much and to meet the people residing in different sections of Canada. Only by knowing our fellow-countrymen could we truly appreciate them and work together with them to good purpose. The travelers were practically the only class, who, as a body, were closely in touch with brother Canadians. He reproached the travelers on one score only, and that was that they did not send as many of their number to Parliament as they should. None were better qualified to participate in the transaction of the affairs of the Dominion. However, he hoped that in the years to come he should see many faces in the House of Commons that he would recognize as commercial travelers.

Leacock's Fine Speech.

Professor Stephen Leacock, of McGill University, made one of the finest after-dinner speeches heard at a banquet of the association in years.

Full of wit, sound sense and indisputable facts, his remarks repeatedly called forth hearty applause.

In his opening words he said that he was speaking as a Canadian, born amid the beauties of an Ontario barnyard, and that the time was ripe for Canadians to display interest in more affairs than those purely domestic in character. It was wise and necessary for Canadians to consider their relations to the British Empire, and to the rest of the world. For years, he said, there had been a suspicion in the minds of Canadians that Canada did not fare well at the hands of Great Britain when diplomatic questions were brought up for discussion with the United States and other countries. He cited the Ashburton treaty as an instance. It had been felt that Canada was unjustly treated in this diplomatic encounter, but this was not at all the case.

To further dispel any such false impression he mentioned the good work of British diplomats in 1845, when they were firm in their decision not to grant the request of the United States when they wished to have the boundary line between their country and Canada extend north to Edmonton. By the firmness of the attitude they adopted then these diplomats had saved for Canada what is her Great West of to-day. Fur-

MAX MURDOCK.

The Association's Treasurer.

Max Murdock, the treasurer, past-president and general guide of the association for years, was a power at this banquet. Max is a business man by birth, a gentleman by practice and nature, and a commercial traveler by deliberate intention. He was here, there and everywhere at the dinner and yet he was never at all obtrusive. He was among the "boys," seeing that the waiters did their duty and that no man, even the press men, remained thirsty. His genius for organization was there all through, and he proposed the toast to the Province of Quebec, well, even though his voice was husky. Some one said: "Take a drink, Max," but Max does

not indulge at the wrong time. Personally, his prudence has saved the association dollars. Max is an antidote for pessimism, and Murdock is a dissipator of the blues. He is the drummer patron saint of slippers, punch and bachelor wood fires. He was lonesome in not toasting his favorite subject, "The Ladies." He is unmarried, and it is not true that he has a sweetheart in every port. He is at home everywhere. He knows pseudo science (whatever that is) and the occult, and has always made money, which is always reputable in Anglo-Saxon countries. You can't loose Max. He knows what the schooled traveler calls wild and wooly-knitted cardigan, or otherwise, in commerce, but his long suit is prudence, the hot, sudden, inflammatory, get-rich-quick prudence at first sight. His horse-sense has the Sovereign Bank and some Cobalt mine ventures looking like extinct volcanoes. At the Reform Club he says some political policies are anaemic and ladylike and never hesitated to say so. He does not prefer breakfast food to beef, nor chewing gum to conversation. A staunch, sterling officer who is looked upon as the watchdog of the association.

thermore, behind the pen and ink of the diplomat was power, and behind power was the iron and steel of the fighting man. British fighting force had always been behind Canada's treaties, supporting her interests and upholding her honor. To Great Britain Canada turns for protection of her large and growing foreign trade in which she has hundreds of millions of dollars and thousands of lives invested. So accustomed had Canadians become to watching the internal development of their great Dominion they were losing the power to look outside, to see that Canada is growing into young nationhood and therefore has an external aspect which must not be lost sight of.

He predicted a recurrence of the great world-struggle which seems to be the lot of the British Empire every century and stated that when the time came for citizens to stand shoulder to shoulder for the defence of the Empire, Canadians would be found in the foremost ranks.

Canada Aiding Empire.

Hon. Charles Marcil followed Prof. Leacock along somewhat similar lines at first. He mentioned the fact of his being of French blood but said he was a British subject by conviction, if not by descent.

Canada was aiding the Empire by her railway policy, making links which connected Great Britain with her eastern possessions. Referring to the trade policy of Canada he said that he was quite anxious to see trade relations be developed east and west and south, and with the Mother Country. A preference had been given Great Britain and concessions offered of which advantage had not been taken. It was now for the Old Country to make the next move.

Max. Murdock then proposed the toast, "Our Province," coupling with it the names of Hon. W. A. Weir and Henri Bourassa. Mr. Weir made a neat little speech, calling upon his hearers to pay attention to the affairs of the Province, not to devote their whole minds to the doings of the Dominion as a whole.

Bourassa Talks Patriotism.

Henri Bourassa was given a great reception when he arose, and made a most patriotic speech in English and afterwards in French. He called the French Canadians the most loyal of all British subjects. Narrow minded provincialism was fast dying out, he said, in Quebec as in the other Provinces, but this would not make Canadians forget that by making the individual Provinces great they were contributing to the greatness of the Dominion as a whole. He hoped that the travelers, who were constantly going from Province to Province, would ever retain a strong attachment to their own Quebec, which had been for years a shining example of racial and religious tolerance, illustrating the fact that in a Province where the majority was of another race and creed to the minority there was still room for all nationalities, all religions, and no place for narrowness of feeling, or bigotry.

F. N. PICARD,
A Member of the Executive.

Mr. Picard's business takes him into dry goods, but his appreciation of the other kind of goods was all right Monday night. He has a host of friends among the travelers, and his own special trade. He uses several languages and sometimes Scotch. He was busily engaged making a number of his fellow travelers happy Monday night, and, as a member of the executive, he will always be a force for good management. The "dead men" on his table, which were once filled with what was well-called the bottled smiles of the peasant girls of France, was "dry" goods all right. He told some of his traveler-friends to please not shoot the pianist as he was doing the best he could.

That he would make a fine president is said without prejudice.

He sells gloves for an important French glove concern, and is as smooth and silky in method as his gloves.

W. J. Egan proposed "Our City," mentioning also the city of Westmount. Ald. James Robinson responded for the city, and Mayor Galbraith, of Westmount, spoke for that municipality.

"Trade and Commerce" was the subject of a toast proposed by H. M. Levine, and responded to in an able manner by Farquhar Robertson, vice-president of the Board of Trade; A. A. Roy, of the Chambre de Commerce, and C. A. Chouillou, of the Chambre de Commerce Francaise.

F. N. Picard proposed "Transportation," to which Thomas Henry replied.

Toasts were proposed to "The Ladies" and "The Press," bringing the festivities to a close.

The dinner committee:—Maxwell Murdock (Convener), F. S. Cote, Louis Decelles, R. Dionne, J. F. L. Dubreuil, E. Duckett, W. J. Egan, A. L. Friedman, J. B. Giles, Ludger Gravel, E. E. Guilbault, D. M. Lefebvre, H. M. Levine, Geo. A. Mann, F. D. Marceau, S. J. Mathewson, Major J. T. McBride, John Paterson, F. N. Picard, Chas. Roberts, Ald. James Robinson, J. D. Shaw, H. W. Wadsworth (Secretary).

From the Sample Room.

It was notable as a gathering of young men. The old men seem not to be in the traveling business any more. There were a few, but generally speaking the average age of the gathering would not be over thirty-five. This speaks for the trend of modernism in business. There were no drunks there; no vulgarity; no interruptions of speeches, and no misbehaviour. Sam Mathewson said that as a society there had not been a suspension from it for the past ten years for any reason whatever. That's what the Yankee calls "going some."

The man who sang the Harry Lauder song made a hit. There was one line which was taken up by the travelers because it told where a fellow kissed a girl so often that he could taste her face for weeks. Think of it. Help!

George M. Mann, who is a member of the executive, is liked by all who know him. He took a great deal of trouble to make a wide circle of the rank and file happy by seeing that smokes were distributed freely, and in fact he did not wait for the flunkeys, but went around himself with the box and asked the "boys" to enjoy themselves.

The orchestra was hard to beat, and played airs that were familiar to the travelers. The average traveler does not want Massenet, and it was so sensible for them to play "The Stein Song" and "So Long Mary," etc., and "Forty-Five Minutes from Broadway." This is where judgment comes in, and the boys say it was the committee who arranged all this. Everybody was thankful that there were no sugar-stick recitations foisted on an unsuspecting public.

R. L. Borden was exceedingly felicitous. He quoted Mr. Chamberlain by saying: "Shall we begin the speeches now or let the people enjoy themselves a little longer." The Japs have their speeches first and the banquet afterwards. The dinner was graced by the presence of two well known Japanese business men of Montreal. They seemed to enjoy this part. Mr. Borden was roundly cheered when he claimed to be a commercial traveler, and said it had made him a better Canadian for having traveled. He said the travelers were preaching the sound gospel of a vigor

ous Canadianism. They were the forces making for the unification of the races.

Prof. Leacock was very dry with humor at the outset, and made a hearty laugh by belittling himself as a professor who was accustomed to speaking to the gentler sex, and was one of those men who never drinks and does not know enough to take a cigar. This pleased the travelers. He made a fine speech that convinced the travelers and all the audience that he knew what to say and how to say it.

Mr. Murphy said there were twenty thousand travelers in Canada, and they were the barometers that reflected the state of public opinion from a horse race to an election. A body like that demanded attention from the Government. He said when he asked Sir Wilfrid about what functions he should attend, the Premier went down the list erasing this and that and finally came to the name of the Dominion Commercial Travelers' Association. "There," exclaimed Sir Wilfrid, "we cannot miss those men."

ROBERT C. WILKINS.
A Well-liked Man.

Robert C. Wilkins, than whom no one loves the Travelers' Association more, and who has always been prominent in its affairs, was as usual at the festive board. Wilkins and "Rooster" brand are known the country over for their goodness. The trade mark of his business is often quoted as among the most valuable in Canada. If "Bob" has any faults they are faults of a big heart. He is always the man with a smile, even if things do go "dead wrong." His friends are legion, and staunch ones, too. He was one of the busiest men with the glad hand and a tender pat on the shoulder.

The menu had some fine pictures of the Montreal harbor on the back and it was unfortunate that Major Stephens, the president of the Harbor Board, was not able to be present, so that some information might be given on improved transportation facilities. This was the thirty-fourth banquet, and certainly there have been some improvements during that period.

Bevan Giles said, "Certainly, the French and the English and the Scotch and the Irish travelers represent the brains of the world." A voice cried, "You left out the Swedes," and at any rate everyone laughed at the remark.

Egan, past-president; Mathewson, president; Galbraith, and Chas. Murphy made the Emerald Isle fairly prominent and it was good to hear Mr. Murphy tell the old story that the Englishman said if he was not English he would like to be Scotch, and the Scotchman said that if he were not Scotch he would prefer to be English. They then asked an Irishman what he would be if he were not Irish, and he said, "I'd be ashamed of meself."

It was really an Irish banquet. There was William Galbraith, "the foine man," who is Mayor of Westmount, who told us that the United States was bounded on the north by the Aurora Borealis, on the south by the Southern Cross, on the east by the Rising Sun, and on the west by the Day of Judgment. Mr. Galbraith gave the boys a fine selection from Hamlet, and no one but a man with remarkable personality could have held that audience of drummers after one in the a.m. There was an Irish imitator of the brogue who said that he was not a commercial traveler, but a man should be proud of his birthplace whether he was born there or not. The same man wrote with no intention to offend: "Tell me, tell me, tell me, please: 'Is Westmount a name or is it a disease?'"

The crowd was intensly British. When "Rule Britannia" was sung the whole gathering rose to its feet, and each time, at the chorus, sang it as if they all believed in it and meant it. When "God Save the King" was sung it was the best kind of mixed singing, and it seemed as if enthusiasm was in the air. Certainly, the dinner was the greatest in the history of the association. No matter who gets the credit, the whole body is a credit, and every participant deserves a share of praise.

Ald. James Robinson seems to remain one of the "boys." He told some good stories which illumined what would otherwise have been a dry toast, especially as everyone knows he has been raising trouble at the City Hall by his alert digging up of misgovernment. James, or "Jim," as he is known, is a keen business man, and has made money. His judgment has always been useful to the society. There were a lot of boys asking for Pete Gauthier. Pete is his Ottawa man.

Charles Gurd, one of the greatest optimists that ever lived, was sitting beside Rev. Dr. Symonds, of Christ Church Cathedral. The presence of this clergyman looked well at a dinner of business men, where sometimes the more sober thought of the church is necessary to bring "Lest we forget" to memory. Dr. Symonds has been for years a great watcher of the commercial men, and it is quite possible that next Sunday we may have some sermons on the influence of one man upon another, or what is the fragrance of a flower. That was indeed a great row of capable men which reached from Tom Paton along the guests' table, somewhat in this fashion: Wm. Galbraith, W. J. Egan, Hon. J. D. Rolland, Bevan Giles, R. L. Borden, S. J. Mathewson, Hon. Charles Murphy, Hon. Charles Marcil, Hon. W. A. Weir. Then such men as Ald. Robinson, C. A. Chouillou, President of the Chambre de Commerce Francaise; J. S. N. Dougall, Dr. Symonds and Charles Gurd. Charles Gurd is easily the prince of jolliers, and has done a great deal for the D.C.T.

S. B. Townsend, the popular manufacturers' agent, had a merry table. He had the goods to make his people happy, and was one of the prominent figures all the time.

Fred. Mathewson has his eye on that bugler for the Vics.

Dan Byrne said the halibut was all right, but there wasn't enough of it.

C. D'ARCY O'BRIEN, MONTREAL.
One of the Hardwaremen Who are Active in Association Work.

During the evening there were several "drops" in the glassware market. Of course, George Mann had nothing to do with the fluctuations—unless the "tips" he passed around were not correct.

Nobody told the story of the egg. Harry Richardson was waiting for it.

Alf. Hodge got out of that first round in easy fashion. Ditto for friend Kusanobu.

The musical programme was a good one.

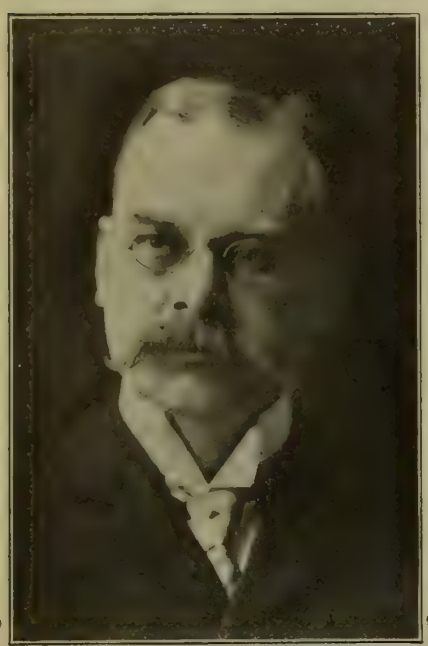
"They don't make Granby Rubbers any longer; they're long enough already," was heard when Jim Robinson arose to speak.

H. M. Levine is one of the oldest younger members of the association, and has always evinced strong interest in its doings. He was right there with the goods in proposing the toast left to him.

Canadian Travelers' Meeting and Dinner

In Toronto on Wednesday—Scheme to Bring up Mortuary Benefits Finally Defeated—Membership Now 8,640—Splendid Speeches From Hon. Geo. P. Graham and Hon. W. J. Hanna, With Abundance of Good Fellowship Make Banquet a Striking Success.

The resolution, of which notice had been given by H. W. Hopwood, to bring the maximum mortuary benefit for the years 1904 and 1905 up to $1,000, made a storm centre out of the annual meeting of the Canadian Commercial Travel-



LEWIS A HOWARD,
The Retiring President.

ers' Association Wednesday afternoon in St. George's Hall, Toronto. Mr. Hopwood's argument was that, in all justice, the beneficiaries who died in the years mentioned were entitled to $1,000 instead of $750. The reduction made by the directors had, he held, been decided upon without due notice. It was estimated that it would require $20,000 to make good the difference.

Mr. Hopwood vigorously championed the resolution. The action of the directors in the year the reduction took place was he contended, in opposition to the expressed wishes of the members.

The Treasurer's View.

E. Fielding, treasurer of the Association, went fully into the matter from his viewpoint as an official. He pointed out that the total mortuary liability in 1904 was $3,757,770, while in 1908 it was $4,379,301. an increase of 16½ per cent. The total amount received from all members who died in the years referred to, or from their friends, was $20,210. The amount paid to their heirs was $68,437. There was a change of by-laws in 1887 and had these by-laws been in force from the inception of the Association, there were a number of those who died in 1904 and 1905 who would have been under an age discount because they were elderly men.

"If we apply these by-laws to their claims against this society," said Mr. Fielding, "there are 28 men, or their beneficiaries, rather, who received $5,850 more than they were entitled to under the $1,000 mortuary benefit. All of us now living are liable to assessment, provided there are not enough funds to pay on the $1,000 basis, or, in other words,

JOHN GIBSON,
President-elect.

would be penalized up to 75 per cent. of the actual mortuary benefit.

Loyalty to By-laws.

Thos. McQuillan urged the importance of loyalty to the by-laws of the Association. He pointed out that the directors had taken advice on their action and that the reduction had been entirely legal. His contention was that, in the event of the difference being paid, the same argument could be applied on the reduction of the benefit, some years ago, from $1,200 to $1,000.

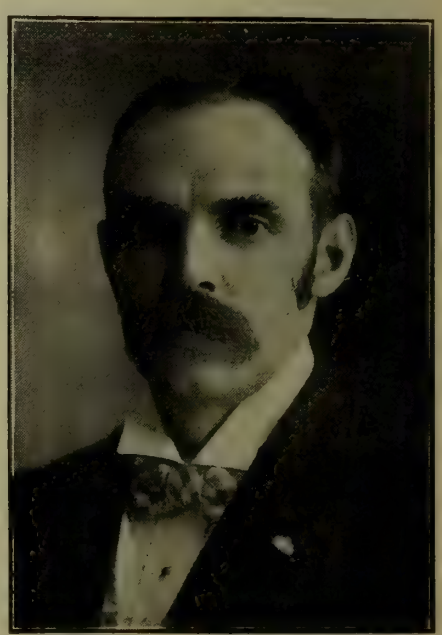
Harry Bedlington, seconder of the resolution, urged the advisability of taking action which would enable the association to reimburse the beneficiaries concerned.

A. Finlayson, one of the oldest members of the Association stated that when the mortuary benefit was raised from $750 to $1,000 a few years ago it was not the proper basis on which to proceed, and he held that members supporting the present resolution were admitting, by their action, that such a course was wrong.

John Gibson, president-elect of the Association, was applauded when he rose to take part in the argument. He asserted that, in making the reduction complained of, the directors had not only acted on the by-laws before them, but had secured competent advice. He questioned whether 10 per cent. of the members present knew where they stood with regard to their mortuary benefit.

The Resolution Lost.

The question was discussed for upwards of two hours and, on being put to the meeting was lost. At times it was difficult to keep the debate free from personalities. On one occasion Mr. Hopwood rose to a point of order



ROBERT GEMMELL,

Of John Macdonald & Co., First Vice-President of the Association

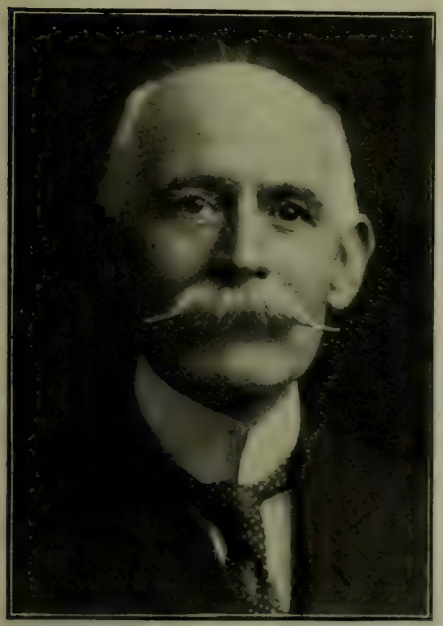
but was promptly called down. Questions of privilege and points of order were frequent and short lived. At the conclusion of the discussion. the meet-

ing broke up. No reference was made to the proposal to admit women travelers to membership.

There were about 200 members present at the meeting. The retiring president, L. A. Howard, occupied the chair, and president-elect, John Gibson, had a seat on the platform.

Report of Board of Directors.

The outstanding feature of the annual report for the past year of the Board of Directors, presented by James Sargent, secretary, was the fact that the sum of $32,780.77 had been carried



S. M. STERLING,

Of Thos. Ogilvie & Sons, Second Vice-President of the Association.

to permanent reserve notwithstanding the very heavy death rate, the amount paid for mortuary benefits being $60,422.50 with unadjusted claims amounting to $8,000. The general expenses of the year were $4,517.54 office expenses, $3,641.59 and building expenses, $2,504.03. There had been received from certificates, $86,570.50; net interest, $24381.28; rentals, $3,683.47; total receipts, $117,763.47. The permanent reserve now amounted to $616,201.22.

The total membership on Nov. 30 was 8,640, being an increase of 109.

The receipts of the relief fund amounted to $2,374.55. Twenty-five relief claims, amounting to $828.55 had been paid, leaving a balance of $1,546.

Further complaints had reached the board re hotel accommodation in local option districts, and a committee was appointed to interview the Ontario Government. The matter was receiving the careful attention of the Premier and Cabinet and the appointment of a special officer in the near future was expected.

The mortuary benefit for the year 1909 had been fixed at $1,000, in accordance with by-law.

The directors expressed the hope that Dominion and Ontario elections, as well as Thanksgiving Day, would henceforth be held on Mondays. This arrangement was preferred by travelers, and, so far had been well received by the public.

E. Fielding Returned as Treasurer.

The contest for the position of treasurer was between J. H. Kennedy and E. Fielding. The latter was returned by a large majority. The total number of ballots received was 1,943, of which 74 were spoiled. Following are the successful candidates and their votes :

Toronto Board—Treasurer, E. Fielding, 1,188 ; directors, J. W. Wildfong, 1,228, G. W. Moore 1,168, J. H. Lumbers 1,076, W. J. Micks 1,067, C. J. Tuthill 1.062, James G. Cane 997, Harry Ellis 955, W. H. Scott 919, A. C. Rogers 905.

Hamilton Board—1st vice-president, E. J. Fenwick, 864 ; directors, Arthur Hatch 1,023, W. H. Dean 1,006, E. O. Zimmerman 915, G. M. McGregor 877, H. G. Wright 853, C. C. Smye 768.

The president, John Gibson, and past-president, L. A. Howard, were appointed as representatives on the Industrial Exhibition board.

A suitable testimonial will be prepared for presentation to the retiring president.

The Retiring President's Address.

"Despite the panicky period and hard times in other countries, Canada has continued to progress during the present year," said Mr. Howard in his opening address. He made reference to the renewed activity in the Cobalt districts and without going into politics, expressed the opinion that a right and just policy was not being pursued regarding the mining interests in Ontario.

He regretted that nothing practical towards realization of the All-Red or All-British route had yet appeared.

"I am a firm believer in things Canadian and things British," declared Mr. Howard, and believe that this empire is quite large enough to be a kingdom unto itself." (Applause).

One feature of the year, regarded as one of the most gratifying, was the increase, amounting to $12,000,000, in

JAS. SARGANT,

The Society's Veteran Secretary.

trade between the United Kingdom and Canada, in spite of hard times. It did not appear, therefore, that Canada had been standing still during the financial stress of other people.

In reviewing Association history for the past year, Mr. Howard referred with pleasure to the very prosperous condition indicated by reports. All would be glad that the Government of Prince Edward Island had removed the tax on travelers. These petty inter-provincial taxes would lend no good influence to future prosperity. The City of Quebec had contemplated such a tax, but it was understood, had decided not to enforce it. The opening of agencies for the sale of traveling certificates had resulted in the addition of a great many new members. In the West very beneficial results were expected from this plan.

E. FIELDING,

Re-elected Treasurer.

The board took up the question of salaries, and after careful consideration of each case an increase was made. The office work had been well done and the staff highly complimented by the auditors.

Mr. Howard read a letter from the auditors with reference to the earnings of the accident insurance department, which had been carried to the permanent reserve fund. Beginning with the year 1891, the total salaries paid in 17 years were $32,050 ; average per year, $1,882; total accident insurance profit, $21,260. The difference between these two figures showed $10.790, or an average of $635 per annum. All revenue received from accident insurance at the present time goes to the Association.

Mr. Howard referred in terms of regret to the fact that the 1st vice-president of the Hamilton Board, Major J. H. Herring, was retiring, after thirty years' service.

The retiring president thanked the members of the board for the able assistance they had given him during his twelve years of service. It was with great regret, he said, that he severed his connection with the Association as president, and he expressed his appreciation of the kindness which had always been shown him.

THE BANQUET ON WEDNESDAY NIGHT.

The good fellowship and jollity of the holiday season is nowhere more apparent than it was at the annual banquet of the Canadian Commercial Travelers' Association at McConkey's, Toronto, on Wednesday evening, December 23rd. Every man present, and there

were about two hundred and twenty-five, rather a larger attendance than usual, was in the best of humor, ready to enjoy the humor and to profit by the instruction, though most of it was pretty well sandwiched, which the programme of the evening included. What a jolly lot of travelers they were, too, most of them just in from a year's good work, with the realization of brightening business and good Christmas orders to give a solid backing to the good feeling which is always uppermost at such a function.

The dinner was announced for 7.30, but just as usual "the boys" wandered in at any old time, and it was somewhat after eight when President Lewis Howard led the way to the tables.

The Guests of Honor

The guests of the evening were notable as including some of Canada's foremost public men. On Mr. Howard's left were Hon. Geo. P. Graham; Hugh Blain; Wm. Grey, London; Past President Western Travelers' Association; President-elect John Gibson; W. J. Moody; Harry Bedlington; Lieut.-Col.

HON. GEO. P. GRAHAM,

Who Responded to "The Dominion Parliament."

John Stoneman, Hamilton, and Arthur Hatch, Hamilton. On his right were Hon. W. J. Hanna; W. K. George; S. R. Wickett; Mayor Oliver; E. Fielding, Treasurer; S. M. Sterling; and W. J. Micks, chairman of the banquet committee.

The tables were arranged in the form of a long-legged "E," the extremities reaching to the end of the large banquet hall, and practically every place was filled.

"Off to a Good Start."

After full justice was done to the menu, while the latest stories and jokes picked up during the week were swapped across the tables, President Howard got to his feet and set the ball a-rolling with "Well, she's off to a good start, boys." Mr. Howard read letters of regret at their inability to be present from J. T. Green, President Western Travelers' Association; S. J. Mathewson and W. J. Egan, President and Vice-President of the Dominion Travelers' Association, and Thos. McQuillan, Past President, C.T.A.

The first toast was to the King and this Mr. Howard proposed most gracefully, remarking that we as Canadians are proud to have His Majesty at the head of the British Empire. The toast was followed by a verse of "God Save the King," sung in a vigorous way that made one's blood tingle, and showed that the sentiment was appreciated.

The travelers' dinner would not be complete without a recitation from Col. Stoneman, and the Colonel was on hand as usual. He gave a patriotic poem in his characteristic way and got a most hearty reception.

The next feature was the taking of a flash-light photo of the company.

When everyone got settled down and the smoke cleared away President Howard proposed the next toast, "Canada." He took occasion to express his pleasure at seeing so many representatives of the association present, and went on, mentioning in some detail Canada's resources in minerals, climate, forests, wheat fields, transportation facilities and men, to predict a future greater than any other country in the world.

Following the toast a verse of the "Maple Leaf" was sung with enthusiasm.

The next item was rather different, one of Harry Lauder's Scotch songs by W. J. Dore. This was so well received that Mr. Dore had to sing an encore.

The Dominion Parliament.

J. H. Wildfong, in proposing the toast of "The Dominion Parliament," said he considered this toast the most important on the program. Travelers were interested in the transportation problem as no other class of men are and it was pleasing to have the Minister of Railways with them. During the past year there had been a large number of railway accidents and while the travelers had been fortunate enough to keep out of the casualty column they were interested in securing safe transportation and would ask Hon. Mr. Graham's assistance in securing it. Another problem in which the travelers are interested is the securing of a single fare rate covering from Friday to Monday. At Mr. Wildfong's request the toast of the Dominion Parliament was drunk and the "Maple Leaf" sung with the vigor of true Canadians.

Hon. G. P. Graham responded, being greeted with hearty applause, showing that the travelers felt that their case was in friendly hands. Mr. Graham said the travelers were the real commercial men. The manufacturers could make goods, the retailers may be willing to buy, and the consumers might want supplies ever so badly but the traveling salesman was a necessary link in the commercial chain. We used to order goods by letter and we took a holiday once or twice a year visiting the wholesales, said Mr. Graham, but things have changed and the greatest grudge the retailers now have is that the traveling salesmen have made unnecessary these trips, yet the public is better served by having the goods reach the consumer by the most direct route.

Taking up the transportation problem, Mr. Graham said that perhaps the best education a politician can get is in the smoking compartment of a first-class car with half a dozen commercial men around him. The passenger problem as it affects the traveler has three or four aspects. The ideal transportation is in an official car with a first-class chef in attendance. Then the next best is that enjoyed by the members of Parliament who ride free on all Canadian railways. Next comes the newspaper people and traveling salesmen who get special rates by belonging to their associations. Still another class is the ordinary people who have to pay full price for all they get and at the bottom of all are the hobos and out of works who ride the bumpers or count ties from station to station. The railways had to take all of these classes into consideration in figuring out their passenger rates.

Sometimes fault is found with the

HON. W. J. HANNA,

Who Spoke to the Toast "The Ontario Legislature."

railways but as I am in charge of a railway 1,700 miles long, I know that one of the most important problems the railways have is that caused by the men who want to ride free by making friends with the conductor or other schemes. The travelers association had done much towards stopping this evil but it still exists to a considerable extent.

There is nothing Canadians ought to be so proud of as her railways. Her mileage of 22,966 on June 30, 1908, was the greatest per capita in the world, yet this is increasing so rapidly that the total on December 1, was 23,752, an increase of 1,300 miles in twelve months, and there are yet under construction 1,327 miles. This is a remarkable record for a young country and the money spent in helping the railways is

the best investment our people have ever made. In nine years traffic has increased 104 per cent.—a great tribute to the activity of the commercial travelers as well as showing the great resourcefulness of our people.

There has been a stringency during the past year, yet nearly 2,000,000 more passengers have traveled on Canadian railways in this time, while 794,968 tons less freight has been carried. The working force of the railways has been decreased 17,608 during the past year yet the wages paid out were $1,657,114 in excess of the previous year. Fully one-fifth of the people of Canada earn their living out of the railways and canals of our country. We cannot afford, therefore, to have our railway expansion stopped or even checked.

"One optimist is worth forty-five pessimists in any business," said Mr. Graham in concluding.

W. K. GEORGE,

Who Spoke on "Manufacturing Interests."

Harry Bennett followed with a couple of humorous songs.

Geoffrys, the local female impersonator, was mistaken for the real thing, and his first song took so well that another was demanded, the crowd joining in the chorus.

The Ontario Legislature.

The toast of the "Ontario Legislature" was proposed by W. J. Micks, who in a few words introduced Hon. W. J. Hanna. "Mr. Graham has given us an excellent address on the transportation question of the Dominion, but we have with us to-night an honorable gentleman who will deal with another important matter, the matter of hotel accommodation in the Province, which comes under the charge of the Provincial Secretary, Mr. Hanna. A great deal has been done in the past, and I believe Mr. Hanna is here to-night to say he is prepared to do more." Reference was then made to the hotel fire at Tillsonburg last winter by which several lives were lost, one of which was a commercial traveler, and the speaker believed Mr. Hanna had something to say on the matter of fire escapes. The toast was drunk with musical honors.

Mr. Hanna, on rising, said he was glad to be present with the commercial men, not so much to say his piece as to meet the members of the honorable body. He congratulated the Minister of Railways and Canals on his speech, which was one full of prophecy. "The field of prophecy was one from which I must depart. Perhaps I had better confine myself to reminiscence. (Laughter.) It is two months now since I was in the field of prophecy, and was one of those optimists who was worth more than 45 pessimists. (Renewed laughter.)

"Looking over this crowd to-night you remind me of a body of missionaries with your white ties and your bald heads. (Laughter.) You look like missionaries; you eat like missionaries; and you drink like missionaries (renewed laughter), and the fact is you surely are missionaries in the best sense of the term, missionaries of commerce."

Mr. Hanna then treated of the life of the commercial traveler, and of his place in the business world, standing between the wholesaler and manufacturer and the retailer, the dispenser of goods to the consumer. He lightly referred to the traveler who persuasively got the merchant to raise his order from $5,000 to $10,000 by whispering that the goods would go up 25 per cent. above the current price—and the traveler usually got away with everything his own way. (Laughter.) On more than one occasion Mr. Hanna had been struck with the way in which the commercial traveler had overcome obstacles as they existed, standing between the reputation of his house on one hand and a cranky customer on the other, who complained probably that he had been sent too much goods, or that the quality was not as represented. The traveler was the man who straightened things out, who did good work.

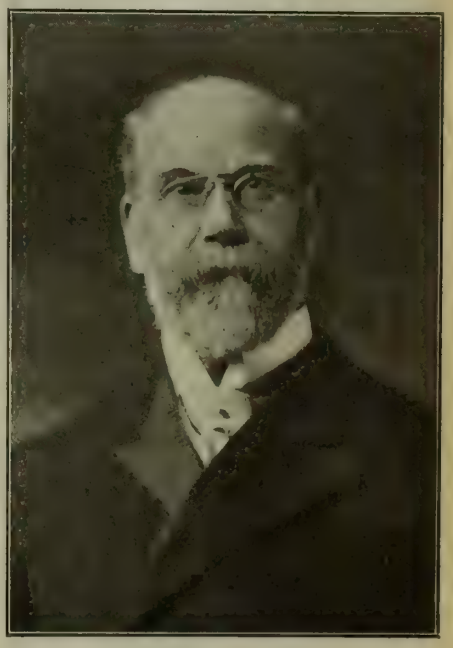
"Now, since the proposer of the toast has put up to me a question, I suppose I must make a statement. The Government intends not only to see that fire escapes are provided on all hotels, but that sanitary conveniences are also provided in and about hotel premises, a matter suggested by the travelers and considered necessary by the Government. (Cheers.) The Government have decided that the precautions outlined by the commercial travelers, the necessity for which clearly exists, should be observed, and steps will at once be taken to meet as far as possible the wishes of the travelers. Next year we expect to have someone assigned to that particular work, whose business it will be to see that a standard is set and lived up to. We will next session have legislation passed making it requisite that hotelkeepers do not delay too long the making of improvements in this regard and in meeting the requirements of the law.

"The question of hotel accommodation in local option towns was a difficult one. Whether there should be a municipal license, a provincial license, or what should be done. Mr. Hanna could not at present say, and could make no promise, but the matter had received and would still further receive consideration.

F. E. Karn gave a performance of magic. Hon. Mr. Graham assisted him in a couple of tricks, as did Hon. Mr. Hanna. The card trick practised by travelers at the Walper House, Berlin, proved a hummer, and Oberndorfer's hat trick was also a good one, but Oberns' friends did not know he carried his samples in his hat—and besides, he travels for cigars, not whitewear.

Manufacturing Interests.

To the re-elected treasurer, E. Fielding, fell the honor of acting as sponsor for the toast of "The Manufacturing Interests," which was enthusiastically received. Mr. Fielding said that he recognized there was no more important part of Canadian industries than the great manufacturing concerns. What was meant by manufacturing interests? They consisted of the captains of industry, capital, the raw material and the necessary machinery to make the goods. The



HUGH BLAIN,

The First Auditor and one of the Oldest Members of the Association.

captains knew where to get the raw material. They must have employes who have the brains and know how to handle the machinery—employes who are honest and trustworthy; and also men who possess the knowledge of distributing and disposing of the out-put, as well as an acquaintance with those who want the goods. He was proud that we have a country and a people who know the kind of goods that are needed, and we also have the manufacturers and the mechanics who are skilled in making these goods.

"We are now," continued Mr. Fielding, " in a fair way of becoming as great a manufacturing country as we are an agricultural one. We have with us to-night W. K. George, a representative gentleman, who knows where to get the raw material, who knows how to make the goods, who has the necessary capital, and who also has the employes to make the right kind of goods,

and we have in addition here this evening a large body of men who know how to sell goods. It affords me very great pleasure, indeed, to propose this toast."

W. K. George, who is a past president of the Canadian Manufacturers' Association, was cordially greeted. He said in part:—

"To such a gathering of gentlemen, intimately associated as you all are with

ARTHUR F. HATCH, HAMILTON,
General Manager of the Canada Steel Goods Co., Who Headed the Poll for the Hamilton Board.

the commercial life of our country and many of you directly connected with its industrial enterprises, it is a somewhat difficult task to know just what features of the subject to touch upon without merely repeating what to many of you would be but a 'twice told tale.'

"There are few, if any, in this land of ours to-day who would contend that Canada should not strive to be a great industrial, as well as a great agricultural country, not only that she might make use of the marvellous—the almost unequal'ed—wealth of natural resources with which a bountiful Providence has endowed our land, not only that thus she might be able to furnish employment of varied and satisfactory kind to our own people—but that through this—this becoming a great industrial nation—she should develop into a populous, prosperous and mighty people, taking her place as she is by endowment entitled to do—in the foremost rank of the nations of the earth. Because, gent'emen, no nation has ever become great, prosperous or prominent in world affairs by remaining a purely agricultural people.

No one recognizes any more fully—no one acknowledges any more readily than I do the all-important influence which the basic industries of agriculture have upon our national prosperity—but on the other hand, no one believes any more firmly than I do that our prosperity as a people—our development as a nation, depends also upon the establishment and the successful development of our industrial enterprises.

"The chief criticism which the manufacturing interests have to face is their request for tariff protection. Might I be permitted, as one who has had the honor of filling in succession the highest offices in the gift of that Association which represents the manufacturers of every section of our broad Dominion, and I refer to this not in a spirit of boastfulness, but in order that you may recognize that I know whereof I speak when I state most emphatically that that Association, as an association, has never asked, and never, I believe, will ask, for what it considers unnecessary protection. By 'unnecessary protection' I mean a protection simply for the purpose of enabling the manufacturer to make an unfair or exorbitant profit on his output—that has never been the policy of the Manufacturers' Association, but we have asked and we have pressed for such measure of protection as would lead to the establishment of Canadian industries and give our own manufacturers a fair opportunity to succeed in securing the trade of their own country against the unfair competition of either the cheap, I had almost said, pauper, labor of Europe, or of the tremendously developed and highly specialized industries of the country to the south of us.

JAMES LUMBERS,

Of James Lumbers' Co., Toronto, a Member of the Toronto Board.

"And again permit me, as one conversant with the subject, to state most emphatically—and this is the endorsement of the whole policy—that the great majority of the industries which we have in Canada to-day have been established solely on account of the measure of protection which has been afforded to them.

"And in the industrial development thus secured, the agriculturalist is vitally interested, because it furnishes him to a very large degree with what is by all odds his most profitable market, namely, his home market."

G. McLeod sang a comic song in good voice and, in answer to a recall, told a couple of humorous Irish anecdotes before contributing "an infliction of his own composition," as he styles his parodies.

Wholesale and Retail Interests.

Harry Bedlington proposed "The Wholesale and Retail Interests" in the absence of Mr. Charles Kyle.

Mr. Bedlington told of the development of these interests and the difficulties of many Toronto travelers away back in the seventies who, when going out to meet retailers, were frequently told "Oh! We buy all our goods in Montreal and Hamilton, but not in Toronto." It was a great pride and pleasure to know that rapid progress had been made by Toronto wholesale establishments, and, when traveling in Quebec, as he frequently did, to be informed that Toronto, commercially, had shown more expansion than any other city in Canada. He was pleased that the man, Mr. Blain, who had been selected to reply to this toast, was treasurer of the C. T. A. for seven years and was to-day one of our merchant princes.

Hugh Blain, who was received with three hearty cheers, remarked that he had intended to speak along the lines of the toast, the importance of commercial travelers and the close connection between the wholesale houses and the men on the road, but he would not do so to-night as the hour was late. He would like to show that wholesale houses with commercial travelers were the best mediums of communication between producer and consumer, but would confine his utterances to the early history of the Association. Instituted in 1872, the first two or three years of the C. T. A. were a sort of go-as-you-please affair, and it was doubtful whether the Association was to be permanent or temporary. In 1875 the first financial report was pre-

ADAM TAYLOR, GUELPH,

Secretary-Treasurer of the Taylor-Forbes Co., Re-elected Vice-president of the Guelph Board.

sented and he was one of the auditors. The next year he was elected treasurer. They had strenous times in those days,

but after seeing one secretary in exile, they had originated a system of safeguarding the funds of the Association, which was still in use, and had paid out some $500,000 in mortuary benefits and other expenditures. To-day the had a surplus on hand of over $638,000.

Mr. Blain added that when he was first appointed treasurer there was $6,000 on hand, and when he left the posi-

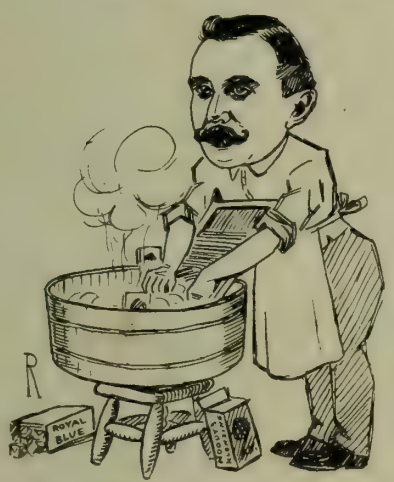
W. H. DEAN, HAMILTON,
Of Wood, Vallance & Co., Again a Member of the Hamilton Board

tion seven years later, this sum had increased to $75,000. He had still great interest in the Association, and in 1885 and 1886 had the honor of being its president. What was the secret of the success of the Association? It was undoubtedly due to the character and ability of the men who in years gone by had been prominently identified with it. In this connection he would like to recall such names as Warren Kennedy, James Patterson, Captain W. F. McMaster, J. C. Black, John Burns and others. One measure of real success and permanency was in securing special concessions from the railway companies. The Association has demonstrated its worth in protecting its own interests and there had been very few breaches of railway privileges. The discipline had been so perfect that any member found guilty has been expelled from the Association. By an enviable record along this and other lines the C. T. A. had built up a good permanent institution. In a reminiscent mood Mr. Blain referred to the successful and enjoyable banquets of the past when many citizens and leading gentlemen were present, the same as Hon. Mr. Graham and Hon. Mr. Hanna to-night.

"I will," he continued, "always have a warm spot in my heart for the commercial travelers and the Association and do all in my power for this organization. I congratulate you, Mr. President, on the success of your gathering and the splendid influence that the C. T. A. is exerting. I believe every commercial traveler carries with him the honor and integrity of his house and that our great commercial interests are in sympathetic hands who will guard those interests faithfully and well. I shall always be glad to be of service to you and your Association."

Sister Associations.

John Gibson, the newly-elect President of the Association, had the honor of proposing the toast of "Sister Associations." Both the toast and the proposer were given a reception in every way worthy of them. Mr. Gibson said that the Sister Associations were their best friends, and then he humorously added that Toronto travelers were like the city itself—they wanted the earth and all within its gates. Other associations were satisfied to keep the size of their centres but Toronto reached out and got all it could. The Toronto dinner was the real thing and the Association had compelled the city to build the Yonge St. bridge, to let the people live without paying taxes, and had granted to



W. J. MOODY,
A Member of the Berlin Board.

Champion Tom Longboat a marriage license. The Montreal Association was opposed to treating, smoking and telling funny stories, while the London Association never deviated from the truth. "But," he added, "joking aside, we are all members of one spotless body, and drummers. Drummers are the salt of the earth and, in the language of John Wildfong, we are the stuff."

With this toast were linked the names of S. R. Wickett and Wm. Gray. Mr. Wickett, who is President of the Commercial Travelers' Mutual Benefit Association, an office which he has held for four years, thanked the gathering for the honor in asking him to say a few words. He was especially pleased with the banquet and said that he considered it one of the most flashy occasions ever held. He has been delighted with the speeches of Hon. Messrs. Graham and Hanna and, before taking his seat, desired to speak a word on behalf of the Mutual Benefit Association. It has started with a dollar subscription, but now an assessment was made every two months. The Mutual Benefit Association was closely allied with the president-elect, who was one of the directors of the institution and had helped to make it what it is to-day. It has advanced every year and had paid out half a million dollars and was now giving insurance at cost. He trusted that all the travelers would do all in their power to help the society along.

William Gray, former president of the London Association, bore fraternal greetings. It was no small distinction to have his name associated with the toast. They were all thrilled with Mr. Blain's address, and he congratulated the president on the magnificent success of the Association from the time of its inception down to the present. He also desired to felicitate the Toronto Association in having so many drummers, all engaged in the work of promoting good fellowship, and believed it would be a good thing for all the Sister Associations to get together every two or three years.

This ended the toast list and, as the enjoyable gathering was about to close, the knights of the grip did not forget to move a vote of thanks to those who had so generously participated in the programme and added to the mirth and festivity of the evening, as well as to the visiting speakers whose addresses were so much appreciated. J. J. McLaughlin and P. A. Sommerville were the movers of the resolution which was received with unanimous approval.

The donors of the choice cigars—and

CHAS. C. SMYE,
Of Balfour, Smye & Co., Hamilton, a Member of the Hamilton Board.

there were many of them—as well as the contributors of mineral water, shaving sticks, etc., were not overlooked in the rejoicing. Verily it was a night

not soon to be forgotten and the happy assembly broke up with the singing of the National Anthem at—well never mind the hour.

Banquet Brieflets.

Things Looked Royally Blue at the head table, though none too Moody.

The coming election did not seem to ruffle Mayor Oliver's placidity and pleasant smile.

The grocery trade was honored in ex-president Hugh Blain, whose speech was full of good thoughts and suggestions.

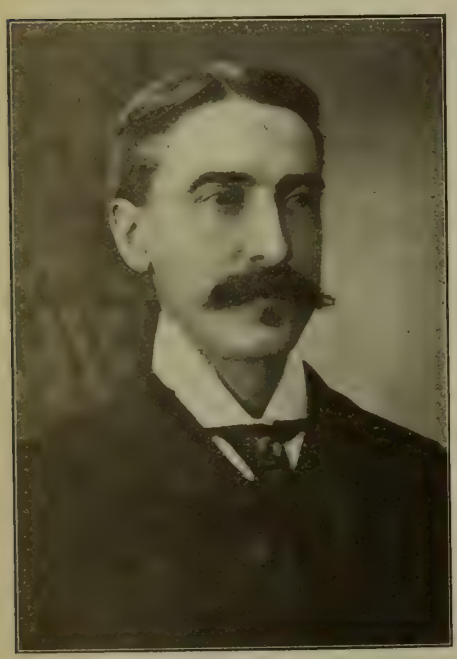
The useful souvenir handed to the guests by the John Taylor Soap Co., a nickeled box containing Taylor's Shaving Stick : was appreciated. The boys are all a clean lot and Taylor's suggestion was to keep so.

The Starch interests were represented by Weir of the St. Lawrence Starch Co. and he did credit to the good things on the bill of fare. The Colonel was not in uniform but still looked a soldier every inch.

Oberndorfer wasn't smoking any but looked as if he would like to have done s)—Fred. is always with the boys.

J. Wagstaffe was right in the jam at the centre table and quite at home. He deserved to be as happy as he looked. His Christmas pies distributed to the deserving charities of Hamilton made thousands happy, but himself the most.

The Maritime Provinces were in evi-



H. G. WRIGHT, HAMILTON,
Of E. T. Wright & Co., Re-Elected to the Hamilton Board.

dence in the person of C. E. Davies of Canong Bros., Ltd., St. Stephen, N.B.

Percy Eby always looks handsome and his cheerful laugh broke several glass dishes.

Bob Keyes is always the only Bob Keyes and a prime favorite—We were watching you Bob.

Corn Flakes were not toasted, but T. M. Sibbald was there for every toast.

It would not have been a travellers' banquet without Billy Hopgood—He's always a favorite.

Mr. Geoffrys, impersonation was a feature of the banquet—What a handsome " girl " he was.

Mr. Karn's tricks were egg-cellent Fred Oppenheimer had an awful lot of things in that hat of his.

Lieut.-Col. John Stoneman, of Hamilton, a veteran knight of the road, has been endorsed by both the London and Toronto associations for the position which, it is expected, will soon be created by the Ontario Government as inspector of the hotels of the Province so far as their fire appliances and sanitary arrangements are concerned. Hon. Mr. Hanna, Provincial Secretary, intimated in his remarks that such an officer would likely be appointed at an early date and, if Col. Stoneman is the man upon whom the work will devolve travelers may rest assured that all matters under his jurisdiction will be faithfully and fearlessly looked after.

Arthur Hatch got 23 plus 1,000 votes for the Hamilton Board and the even thousand made all the difference between heading the poll and—skidoo.

W. H. Dean gave Arthur Hatch a close run for first place on the Hamilton board. He got second by 1006 votes, and H. T. Wright came along in fifth place. R. M. Stuart ran a good race for first vice-president, but was defeated by a narrow margin.

George McQuillan, of the James Robertson Co., was on the job and was kept busy explaining that Tom was at the installation of officers at Zetland Lodge—where water was more plentiful.

Arthur Hatch received many congratulations on heading the poll for the Hamilton board. Arthur would make both a good and a good-looking president.

List of those Present.

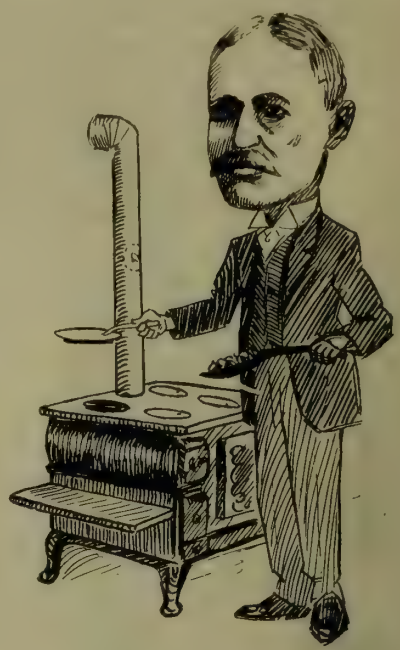
The following connected with the hardware trade were noticed at the banquet:—R. M. Stuart, Bowes, Jamieson & Co.; Arthur F. Hatch, Canada Steel Goods Co.; W. H. Dean, Wood, Vallance & Co.; E. Zimmerman and L. Tafford, F. F. Dalley & Co, Hamilton; B. J. Hillory and J. D. Mills, Rice, Lewis & Son; G. B. Baxter, Staunton's Limited; Geo. McQuillan and W. H. Sheppard, James Robertson Co.; Mike Matthews, Canada Metal Co.; A. B. Walker, Canadian Fairbanks Co.; A. P. Inglis, Crucible Steel Co.; E. J. Fallis, Canadian Oil Co.; T. R. Price, Sunbeam Lamp Co.; J. A. Scythes, Colonial Cordage Co.; A. R. Payne, H. S. Howland, Sons & Co., Toronto; Adam Taylor, Taylor Forbes Co., Guelph.

BARRIE HARDWARE MAN DEAD.

J. J. Coffey, second deputy reeve of Barrie, and a member of the Ontario Retail Hardware Association, died suddenly on Dec. 18. He had been unwell for several months, but was aroused as usual. He contracted the illness which proved fatal while deer hunting in November. Some years ago he was a school teacher in Flos and became interested in a hotel at Barrie, but sold out about four years ago to enter the hardware business.

ACKNOWLEDGMENTS.

The editor of Hardware and Metal acknowledges the receipt of handsome Christmas cards from Fred C. Lariviere, Montreal, and A. J. Jackson representing the Amherst Foundry at Toronto. The last mentioned is a specially engraved and embossed design showing a beaver (emblematic of Beaver Brand enamelware) in a wreath of maple leaves.



R. M. STUART, HAMILTON,
Of Bowes, Jamieson & Co., Who Made a Good Run for Vice-President of the Hamilton Board.

SCREEN DOOR FACTORY BURNED.

The Sanderson-Harold screen door and refrigerator works at Paris, Ont., were totally destroyed by fire Christmas morning, the damage being estimated at $50,000. The whole factory, the heavy stock, and part of the lumber piles were burned. One hundred men, were to be put on overtime next week. As this is the season when heavy stocks are being prepared for Spring delivery the fire comes at a very inopportune time. The plant will likely be rebuilt at once but the firm will make a definite announcement in next week's Hardware and Metal.

Harold N. Stevens, hardware merchant, Amherst, N.S., was waited upon by a deputation of citizens of that town a fortnight ago on the occasion of his removal to Winnipeg where he is to engage in business. The delegation presented Mr. Stevens with a gold watch and an address expressing the good feeling of his fellow merchants toward him. A. J. Jackson, Toronto representative of the Amherst Foundry Co. was also present.

Sixty Years in Stove Business

The Late Wm. J. Copp Began Selling Stoves in 1848 and Retained an Active Interest in the Trade Until his Death on Dec. 6.

To engage in business at twenty years of age and continue in active harness until the ripe age of 80, inventing in the last year a device to improve the serviceability of the modern range is a record few men are able to attain. Yet this is the brief story of the life of the late William J. Copp, one of the pioneers of the stove trade in Hamilton, a city which has always been a leader in the foundry and heating trade.

Mr. Copp, who was born at Braunton, Devonshire, England, in 1828, moved to Canada in 1842, his father settling in the township of Zorra, Oxford County, where for many years he was a general merchant. In 1848, when but twenty years old, he began peddling stoves, associating with his brother Anthony in the tin and stove business. Anthony, who had learned the tinsmithing trade along with Dennis Moore, the founder of the firm of D. Moore & Co., looked after the tinshop, while William J. Copp peddled Gurney stoves and his brother's tinware throughout Western Ontario, bartering his manufactured goods for the products of the farm and the hunt as was the custom in the early days.

THE LATE WILLIAM J. COPP, Hamilton.

After nine years, in 1857, Mr. Copp and his brother bought out the Vulcan Foundry at Woodstock and went into the manufacture of stoves under the title of Copp & Finch, the business at Hamilton being continued by Copp Brothers. In 1867 Messrs. Paulin & Prior were taken into the Woodstock business and Mr. Copp returned to Hamilton, where they erected the Empire Foundry. In 1891 the business was incorporated under the name of Copp Bros. Co., Limited, with Mr. William Copp as president, the secretary being Harold E. Copp, now head of the firm of Wm. J. Copp, Son & Co., Fort William.

The early stoves handled by Mr. Copp included the "Davy Crockett," the first low oven stove, popular about 1850, the highly ornamented stove with brick lining and open sliding door, the old-fashioned high oven stove which went as low as $14 in price in periods of hard times, and other old time stoves imported from Troy, N.Y., and other foundry centres in the United States. Copp Bros., when they began manufacturing, however, adopted the policy of constructing their own patterns and selling copies to founders across the line. As is well known, this practice has been reversed by many founders in recent years.

Mr. Copp continued making selling trips every year up till 1900, when the Hamilton foundry was closed. Each summer he would spend from four to six weeks amongst the hardware men in the Eastern Townships, never failing to return with large orders. He also traveled in other portions of Canada, and as early as 1881 visited Victoria, B.C., where Burns & Co. were agents for the products of the Copp Foundry. Goods at that time had to be shipped around by San Francisco, as the C.P.R. was then as far away from Port Moody, the intended terminal, as the G.T.P. seems from Prince Rupert today. Frequent trips were made to British Columbia, the last being only two years ago. Right up to the last, however, he kept busy and it is only last summer that W. J. Copp, Son & Co., Ft. William, secured a patent on a device for steel ranges by which the space used as a lower closet under the oven is transformed into a drawer pan. This feature will be in use this summer on the ranges made at the Fort William plant.

Mr. Copp was a man of high character, being a prominent temperance man, a governor of McMaster University and a layman in the Baptist Church. In 1890 and 1891 he was an alderman of the city of Hamilton. He was also a past president of the Canada Stove Manufacturers' Association.

HOW TO DESTROY EXPLOSIVES SAFELY.

The best way to destroy ordinary black gunpowder is to throw it into a stream under conditions that prevent any harm coming to human beings or animals through the dissolving of the saltpeter. If no suitable stream is available, the gunpowder may be stirred with water in tubs or the dry gunpowder may be poured out on the ground in a long thin line and ignited, with a fuse at one end.

To destroy dynamite cartridges, the paper wrappings should be carefully removed, the bare cartridges laid in a row with their ends in contact, and the first cartridge ignited with a fuse without a cap. Even with these precautions a simultaneous explosion of the entire mass may occur, so that it is wise to retire to a safe distance. The row of cartridges should be laid parallel with the wind and ignited at the leeward end, so that the flame will be driven away from the mass. Frozen dynamite should be handled with especial care as its combustion is peculiarly liable to assume an explosive character. A small quantity of dynamite may be destroyed by throwing it, in very small bits, into an open fire, or the cartridges may be exploded, one by one, in the open air, with fuses and caps. Dynamite should never be thrown into water as the nitro-glycerine which it contains remains undissolved and capable of doing mischief. Other explosives which contain nitro-glycerine should be treated in the same way as dynamite.

Ammonium nitrate explosives may be thrown in small fragments into an open fire or, if they do not contain nitro-glycerine, may be destroyed by means of water. Explosive caps should be exploded singly with pieces of fuse.

HARDWARE AND METAL

Established . . . 1888

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Limited

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CHRISTMAS WINDOW CONTEST.

A last reminder is given regarding the Christmas window display contest for which Hardware and Metal has offered $25 in prizes. All entries should be mailed to us by January 1, together with a description of how the display was arranged and copies of the holiday ads in the local newspapers.

About half a dozen photographs have already been received but the bulk of the entries will be made during the coming week. Those so far received are creditable efforts but do not excel last year's displays.

It is not too late to have a photo taken and mailed to us. The prizes are worth competing for but the honor and publicity resulting from the publication of the window displays ought to be of even greater value to any hardware merchant or clerk who aims to build up a record for progressiveness amongst the trade in Canada.

HOTELS AND FIRE ESCAPES.

The announcement of Hon. Mr. Hanna, Provincial Secretary, that the Government would take immediate steps to see that the provisions of the act relating to proper fire appliances and escapes on hotels, is gratifying to the great body of commercial travelers who some time ago brought the deficiencies of certain public houses before the department. Mr. Hanna also stated at the C. T. A. banquet that an officer will be appointed early in the new year to look after not only effective fire escapes on hotels, but also to see that their sanitary arrangements and accommodation are modern and up to the mark. Many complaints have been made of the indifferent conveniences provided by some public houses in Ontario towns and cities.

The Ontario Government in meeting the wishes of the men who most largely have to use places of entertainment is still showing a disposition to make hotel-keepers keep hotel in the fullest meaning that the term implies.

The officer who will be appointed by the Provincial License Department will, in all likelihood, be one endorsed and supported by the Commercial Travelers' Association, a man who enjoys their confidence and is thoroughly familiar with their very reasonable requests.

SELLING GOODS BY TALKING POINTS.

The chief point emphasized in selling goods should not be price, the factor which is harped upon in the great majority of cases. First of all the goods should have a good basis of quality on which to rest and then the points in which they are superior to other goods of the same kind should be brought out. To put the matter in another way, the seller should have talking points, at least one, perhaps more, in reference to his goods, which can be hammered into the buyer. There is nothing more convincing nor more likely to produce sales than for a manufacturer to be able to say his goods are better than the other man's and to tell why.

These distinctive points of superiority should be kept before the possible buyer continuously. They should be advertised and advertised persistently, so that the buyer cannot help but know them. They should be hammered in again by the salesman when he calls and should be used at every opportunity.

THE HARDWARE SALESMAN.

Why do so few hardware travelers take an active part in the work of the travelers' associations throughout Canada? With the exception of Hamilton —essentially a hardware manufacturing city—very few representatives of the hardware houses seem to attend association meetings and banquets.

The answer seems to be that hardware travelers have their work cut out for them in keeping up with the changes in the varied lines they handle and are content to leave association work to the men who carry single lines and have time enough to devote to the work of the organization.

The hardware traveler is in the highest class of commercial men and it requires men of a high degree of intelligence and salesmanship ability to succeed. The hardware salesman selling from a catalogue must be posted on an endless variety of lines and carry long arrays of discounts in his head. It takes a long time to acquire this knowledge and persistent application to keep informed.

No other class of salesmen read their trade newspapers so thoroughly and none have to put so much time on their order book and reports to the house. This probably accounts for the quiet business type of man on the road selling hardware—a class of men who spend their evenings with their customers or in the hotel office. They are salesmen who sell goods on their merits rather than following the old method of spending money and making themselves good fellows with the retailers.

TOO MANY RAILWAY ACCIDENTS.

Hon. Mr. Graham didn't take Mr. Wildfong's hint to say something at the Toronto travelers' banquet on the subject of railway accidents, sidestepping the question in a very diplomatic manner. He said, however, that Canadian railways had laid off over 17,000 employes in 1908, while increasing their wage bill by over a million and a half dollars.

Does this mean that the fewer men worked longer hours and, if so, does this not account for several collisions occurring as a result of men going to sleep after being on duty from 36 to 48 hours?

Canada is about the last country to pass legislation preventing railway companies from working employes for more than 16 or 18 hours at a stretch.

Human life is held too cheap in Canada and the commercial men who spend a large portion of their lives on railway trains are justly entitled to demand that every precaution be taken to protect the lives of the men who operate and those who travel upon our railway trains.

Let the travelers associations throughout Canada begin a wholehearted agitation for shorter hours for railway train men and traveling upon Canadian railway trains will soon become less hazardous than at present.

SELLING SPORTING GOODS.

Although at first consideration it may be thought that the sporting goods trade is somewhat limited at this time of the year, yet on further reflection it will be found that this not the case. Of course the sale of skates, hockey sticks, pucks, snowshoes, and toboggans is predominant, but there are other sporting lines, which if they are not already good

sellers in a district, could be made so by the enterprising merchant. It is astonishing how a dealer can create a demand by judicious window displays, and a well-thought-out scheme of advertising including a personal exploitation of the athletic tendency of his community.

In the latter direction the majority of merchants do not by any means take full advantage of their opportunities. There are many ways by which a hardwareman can identify himself with the sporting spirit of his community, and by doing so earn profit for himself; and yet few take the trouble to carry any one of them out. Personality enters into the sale of sporting goods more than in any other department of hardware. That this is realized in big cities is shown by the fact that most large sporting concerns or departments are managed by men who are well known and experienced sportsmen, and thoroughly identified with the sporting community or a large portion of it. Owing to their prowess it is recognized that they not only influence trade, but that their experience gives them an importance in the eyes of a customer which is a very powerful selling factor. In buying an ordinary line of hardware the assertion of the salesman that he has tried the line and found it very reliable does not carry a great amount of weight in clinching the sale. But when a customer is buying a gun or a hockey stick the case is different. The purchaser knows how essential it is to the full enjoyment of his sport, and to the full display of his abilities, that the article should be of the best, and therefore he is anxious for other opinion, especially if he knows that that opinion comes from an expert.

Taking the case of any community in which there are two stores running sporting departments, one being in charge of, say, a well-known hockey player, the other having no pull that way. Which firm would get the biggest percentage of the skates and hockey stick sales? "I shall go to so and so, he knows the best sort of stick to use." This is the observation that would generally be made. And the same in other lines.

A sportsman in his enthusiasm likes to talk over the merits of an article he is buying. He does not desire the selling transaction to be made a humdrum piece of work as if he were purchasing a parcel of nails. Consequently if the salesman can enter intelligently into the qualities of the article, knows something of the sport concerned, and can give the purchaser some information which was not known before, the sale is made easier, while the way is paved for further custom. We do not by any means lay it down as a hard and fast rule that an expert sportsman should be in charge of the sporting department of a store. What we wish to point out is the sales value to any store of a proprietor or clerk who can, if not an expert in any way, talk intelligently on sport. A good many hardwaremen running sporting departments display not the slightest interest in sport generally. They make their sales without the slightest attempt to induce a conversation, while the customer is brimming over with eagerness to talk sport. And further, if any conversation is started they show the greatest ignorance on the many interesting points that are connected with every line in the sporting department. The result is that the purchaser goes away with a feeling of disappointment, and a growing doubt as to whether he had really bought the best article. It is hardly necessary to say how dangerous such a doubt is for the store in the long run.

NEW YEAR'S CREED.

To live content.
To be charitable.
To talk gently.
To act frankly.
To be always cheerful.
To do everything bravely.
To study hard to please.
To deserve confidence.
To be worthy of favor and
To strive to make the world better.

But the case is different where the hardwareman is shrewd enough, even if he is not a sporting enthusiast at heart, to take an interest in all sporting matters. It is not difficult to acquire a knowledge of the different kinds of sport, the relative merits of the accessories used, and records of leagues, clubs and players. A daily paper is a mine of information in that respect, and it is easy in other ways, and with little trouble, to pick up all the particulars necessary. The hardwareman who does this will find his selling path made not only easier, but his reputation increased among the sporting community.

The merchant further clinches the situation if he takes the additional step of personally identifying himself with the sports going on in his district. In fact, such an action is better than columns of advertising, and thousands of circulars. He gets himself talked about in the warm way that sportsmen adopt for those who take an interest in their doings, and he not only helps to create a demand, but his store becomes the meeting place for the sportsmen of the country. For instance, a hardwareman is instrumental in forming a gun or revolver club in his district. He goes to all the shoots and club practices. What is the result? His sales for these articles, and for ammunition increase tremendously. Hockey has been allowed to languish. He helps to put the sport on a firm footing again. He allows the club to use a room in his store for their executive meetings. The result is that his orders on the jobbers for skates, hockey sticks, pucks, etc., are increased. Besides he advertises his store in a general way.

The value of such a course becomes apparent when we consider those other lines of sport which are overshadowed by the skating and hockey ones, but lines which could be judiciously pushed and make good sellers. Take gymnastic lines. Is there a gymnasium in the district? If not, then the hardwareman might try to establish one, and certainly apart from the personal interest of the merchant, every district should possess such a valuable adjunct to the physical well-being of the community. Think of the accessories that would be required by the starting of a gymnasium. Boxing gloves, foils, fencing sticks, Indian clubs, dumb-bells, horizontal bars, vaulting horses, exercises, etc. Basket ball, too, is rapidly gaining in popularity. The progressive hardwareman might be able to set a movement going for such a club.

Thus, in many ways the sporting department of the hardware stores can be made a strong and profitable one, and the lines carried increased to a great extent. The result is worth the trouble, and besides it is a clean way of creating a demand. The merchant may benefit himself, but at the same time he is doing good to the younger generation.

At a meeting of the Toronto Exhibition Board it was decided to ask the city to expend the sum of $6,000 in repairing the roof and floor of the manufacturer's building, and also to erect a new transportation building.

Hardware and Metal Markets

(For detailed prices see Current Market Quotations, page 82.)

MARKETS IN BRIEF.

Montreal.

Lead—Cut of 10c.

Toronto.

Barb Wire—Prices declined.
Galvanized Wire—Pittsburg prices announced.

MONTREAL HARDWARE MARKETS

Montreal, Dec. 24.—Trade naturally fell off this week, although on Monday and Tuesday jobbers were busy with rush orders from nearby and local dealers. The general Christmas demand kept up well to the end of last week, and although one or two belated orders came in from places where it was extremely doubtful whether the merchant would get them before Christmas, yet most of the trade, despite leaving things to the last minute, seem to have been well served by the jobbers and railroads and to have received their goods in time. But for the local trade in seasonable lines, things would have been very quiet. In Quebec Province, owing to the French celebration of New Year's day, the demand for presents are continued up to that day, so that merchants are enabled to display their goods so much longer. For the general trade, however, there will be little doing until merchants have taken their inventories and fixed upon the lines that they are going to order. Travelers are all at headquarters, making up their samples and getting prepared for the spring trade. Conventions are now on, and there are evidences on every hand of a great feeling of confidence in the future prospects for trade.

SEASONABLE LINES — The Christmas rush kept up well to the end of last week from general points, and continued on Monday and Tuesday for local trade. It was apparent from the repeat orders that dealers were experiencing a good demand. The usual lines were in request, especially cutlery in cases, carvers, shears and scissors. These goods proved themselves again to be the great stand-by of the hardwareman. Other lines, however, such as silverware, plated ware, aluminum ware, and fancy articles, were called for in a rush way, and it is evident that merchants this year set themselves out more thoroughly than ever to capture an extended trade.

HOUSEHOLD UTENSILS — General utility lines showed fair movement at the commencement of the week, and asbestos sad irons, meat choppers and carpet sweepers were in prominent request. Other lines were slow.

SPORTING GOODS — Skates, hockey sticks, snowshoes, sleds and toboggans were fair sellers in a rush way for the local trade. Air guns also showed movement.

WINTER GOODS—These lines were very dull, the heavy fall of snow locally, however, helped to keep trade more busy in snow shovels. Sleigh bells showed a little movement, as also did weather strip.

BUILDERS' HARDWARE—The various lines have been quiet. Lock sets and butts seem to have predominated in the little trade doing. Building, however, is still being continued locally so that a fair movement is likely to mark the trade for some time.

BOLTS AND NUTS—Trade has been fair this week. Prices are reported stiff. It is believed that a good demand will develop in the new year. Nails are quiet.

CARPENTERS' TOOLS—A few rush orders were experienced at the commencement of the week, showing that these lines were going well for the Christmas trade. As a matter of fact to a large section of the community no better present could be given than a tool chest or any individual line.

SCREWS—Screws have been quiet, with discounts maintained at 85 and 10 off for flat head, bright; 80 and 10 off for round head, bright; 75 and 10 for flat head, brass, and 70 and 10 for round head, brass.

TORONTO HARDWARE MARKETS.

Toronto, Dec. 24.—The week before Christmas is always featured by some rush orders to be expressed to dealers who have run short on good selling lines. Outside of this there are few shipments to outside points. Travelers are in the warehouses and preparations are being made to take the annual inventory.

Jobbers express satisfaction with holiday trade, both in the city and outside. Things were slow to start and mild weather hampered trade, but the last month has made up for previous inactivity and brought the volume of business up to a favorable total. The next week is likely to be a dull one with travelers off the road. Then stock-taking will be the order of business in the retail stores, and booking will be done more freely on import orders for glass, metals, wire and other spring delivery lines.

As forecast last week, new prices are out on barb and coiled spring wire, the latter being unchanged and barb being reduced in price as a result of competition between American mills. Pittsburg prices are now available on galvanized wire and local jobbers are expected to issue Toronto prices during the next fortnight. Some cutting is being done by manufacturers endeavoring to book business early.

SEASONABLE GOODS — The holiday lines are now in the background and sporting goods, snow shovels, etc., are the lines in most frequent call, a steady trade in these being looked for during the next couple of months. From reports received it is evident that hardwaremen made a big effort this year to get an increased share of holiday business and low stocks in jobbers' hands indicate that they were successful in doing so.

HEATING GOODS—Coal oil and carriage heaters are in fair demand and odd sales are still being made in ranges and base burners. The season has been too mild to encourage record-breaking sales, but stove founders report their trade during 1908 to have been about equal to 1906. Since September the West has been a large buyer. Part of the good showing, however, is owing to increased sales of furnaces this year, particularly in country districts. Hardwaremen have evidently taken advantage of dullness in other lines to make a canvass of farmers for furnace business with a consequent increase in sales. This should encourage an increase in canvassing for other lines.

TOOLS—A fair holiday trade has been done in tools and tool chests. Builders' hardware is quiet.

CEMENT—The season's trade has not been large and the absence of large works has left manufacturers with an over-supply of material, this resulting in the competition which has brought prices down to the present low level, the lowest in several years. We quote Canadian Portland at $1.70 per barrel f.o.b. Toronto, with usual allowance for return of bags.

HEAVY GOODS—Trade is quiet, except for some booking of sheets and plates, etc., for spring delivery. Bar iron is unchanged at $1.95. Stove bolts, 80 and 12½. Bright and steel wood screws, flat, 85 and 10, and round head 80 and 10 per cent. Brass screws are flat, 75 and 10. and round, 70 and 10.

WIRE—New prices on barb wire f.o.b. Toronto, are; Galvanized barb, $2.85, and plain twist. $3.20. Coiled spring wire continues at $2.75 f.o.b. Toronto for No. 9. Galvanized wire is quoted at Pittsburg, instead of Cleveland, base sizes, 6 to 9, $2.25. Less than car lots 10c higher. Wire nails are unchanged at $2.30; poultry netting at 60 and 2½, and green wire cloth $1.70 in 100-foot rolls.

MONTREAL METAL MARKETS.

Montreal, Dec. 24.—Not much can be said regarding the metal markets this week. Naturally but little trade has been done, and there will be no change until the turn of the year. Considering conditions, however, a fair amount of metal went out during the first of the week in small jobbing lots. Despite the dullness of the markets quotations keep up well with the exception of lead, which in sympathy with the weakness in the English market, has been reduced 10c. Bars and sheets, however, are not affected.

There has been little change in the primary markets since our last issue. Tin has fluctuated, but finishes in about the same position. Copper has kept fairly steady in London, but New York, while displaying no jumping tendencies, shows an inclination to sag. Spelter, while not so firm as it was, still keeps up remarkably well, and it may be that the reaction noted last week has been

checked. The present time, however, is not very helpful in holding prices in the face of depressing influences. Lead is still on the weak side in the Old Country. Iron and steel conditions across the Atlantic are, according to cables, improving. Cleveland warrants being up again. The American markets are quiet so far as production is concerned, but manufacturing activity in finished lines is undiminished. Generally the demand is quiet, but the markets are not in bad shape. It is up to the consumer now to make things go on the turn of the year.

PIG IRON—A period of quietness has fallen upon the markets, and the rush on store iron has fallen off for a time at least. There is no change in prices, and we continue to quote : Middlesboro No. 3, $19.50 ; Summerlee No. 1, $21 to $21.50 ; No. 2, $20.50. Canadian furnaces are not so busy, but prices are held firmly at the level established some time ago. The Un ted States markets are on the quiet side, very little new business having been placed. Pig iron does not show any signs of becoming active again until the turn of the year. Conditions in the Old Country are better, and Cleveland warrants are now quoted at 49s. 4d.

TIN—The usual end of the year dullness prevails, and orders have been small and not over numerous. The market, however, is fairly firm. Some good inquiries have come to hand, wh ch looks as if brisk business would develop soon. We continue to quote 33c for ordinary jobbing lots. After some rather stiff buying in the English market, the price jumping up, somewhat dull conditions set in, and have been continued. Prices have held fairly well. The New York market has kept firm. New business has been small, but a large amount of tin has been shipped into consumption against purchases which were made early in November.

COPPER—There is no change in quotation, 15½c still obtaining for ordinary jobbing lots. As in other metals business is quiet, and the market is without feature. The New York market, if showing a little weakness, is still keeping up well. Both buyers and sellers continue out of the market. It is likewise extremely difficult to get future delivery orders placed. There seems to be no diminution in the confidence felt in the metal.

SPELTER—Spelter is quiet, and the quotation of $5.50 still obtains. The English market keeps up well, although buying is reported less active. The St. Louis market shows no signs of falling off.

LEAD—As we anticipated last week, lead has declined 10c, and we now quote imported pig at $3.70. Bars and sheets have not been affected.. The English market is weak and with the seasonable dullness on it is probable that prices will fall even lower.

OLD METALS—There is little doing in this market, We continue to quote : Heavy copper and wire, 11½c; light copper, 10¼c ; heavy red brass, 10½c ; light brass, 6¼c ; heavy lead, 2½c ; wrought iron, $11 ; No. 1 cast, $12.50 ; No. 2 cast, $9.

A. J. Falconer, Deloraine, Man., has been compelled to go south for his health. He will return in the spring.

TORONTO METAL MARKETS.

Toronto, Dec. 24.—This is a quiet period of the year in the metal line, and little is doing. There are qu te a number of inquiries for business that will be placed in January, but beyond this very few ingot materials have been moving. There is every reason to believe that with the opening of the new year conditions will be upward. During the past few weeks buying has been rather slow. Copper and tin are steady and there are no changes to record so far as local prices are concerned. The outlook for January is bright, although conditions may not recover as rapidly as some of the most sanguine ones expect.

Across the border the metal business is practically at a standstill, and prices are more or less nominal, but considering the dullness and absence of new business, the markets are acting very well. In this connection the American Metal Market rather pertinently observes : "If we had not heard so much inflated nonsense immediately before and immediately after the election as to tremendous improvement in business that we were to have, in fact, which these authorities told us had already commenced there would not be the disappointment there is to-day."

PIG IRON—There is very little doing, although several inquiries are being made. Conditions which have been improving for some time are likely to continue favorable. The following quotations still prevail : No. 3 Middlesboro, $21 ; No. 1 Cleveland, $22 ; Canada Foundry, $18.50.

TIN—This metal is steady and the market is fairly firm. The prices in England have held well and about the middle of the week were showing a tendency to ascend slightly. Locally there is very little moving and very few orders are being placed. The quotation of $32.25 to $32.50 per ton still holds.

COPPER—This is steady and the situation shows no change. There is likely to be nothing new in the market until after the holidays. The figures stand at 15c and 15¼c.

LEAD—There is a fair demand for English pig and a little more business has been doing than for some days past. Imported pig is still quoted here at $3.80. Bars and sheets are stationary.

SPELTER—The figure of $5.50 still holds. The market abroad keeps up well and a little more is moving locally.

SHEETS AND PLATES—A few orders are being placed for galvanized sheets and Canada plates for spring delivery, but beyond this and a number of inquiries for futures there is nothing of interest to narrate. The outlook is encouraging and mills are fairly busy for this time of the year. No change in prices.

OLD MATERIAL—Business in this scrap metal line is decidedly quiet just now and the majority of dealers have large stocks on hand. There are a few minor changes in prices and the ruling quotations are : Light copper is quoted at 10¾c to 11c ; heavy copper wire, 12c to 12½c ; heavy red brass, 10c to 10½c; heavy yellow brass, 8¾c to 9c : light brass, 6½c to 6¾c ; heavy lead, 3c; zinc, 3¼c to 3½c ; No. 1 wrought iron, $10 ; stove iron, $12 ; machinery cast iron, $14 ; rubbers, 8c to 8½c.

HARDWARE GOSSIP.

Quebec.

L. J. Codere, of Sherbrooke, Que., has been on a visit to Montreal.

H. E. Styles, of Campbell's Bay, Que., has been on a visit to Montreal.

J. A. Paquin, of St. Eustache, Que., has been visiting hardware circles in Montreal.

C. M. Strange, of Lewis Bros., Montreal, who has been indisposed for some time, is back again at work.

Nap St. Amour has been appointed curator of the hardware stock of Napoleon Avon, Emardville, Que.

John Hyde, secretary of the White Lead Association, Montreal, has been elected president of the Westmount Municipal Association.

M. J. McLaughlin, of the United States Steel Products Export Co., Montreal, who has been away on a trip to the Old Country, has returned in good health and immensely pleased with the visit.

Earl Gray paid a visit last week to the paint factory of the Sherwin-Williams Company, Montreal. He was received by C. C. Ballantine, managing director, and shown over the works, and the lunch and reading rooms. Earl Grey was specially interested in the arrangements for the comfort of the employes, there being 250 at that time dining in the lunch room.

W. R. B. Leslie, who is well-known to the hardware trade throughout Canada, will represent the Dominion Wire Manufacturing Company, Montreal, on the road from Toronto east to Quebec City, including the Ottawa Valley, the ground recently covered by T. Blaikie. The latter and R. B. Coulson are leaving the Dominion Wire Mfg. Co. to start in business on their own account. Mr. Leslie was for years with Caverhill, Learmont & Co., Montreal, and latterly on the staff of Smith & Hememway Co., New York.

Ontario.

R. W.. Gladstone, manager of the Ontario Metal Company, Guelph, has gone on a business trip to Chicago, Kansas City and Oklahoma.

The new silver district of Gow Ganda is already attracting merchants. A trading company has been formed in Cobalt and will open several stores in the new city, including a hardware establishment.

William R. Hammond, superintendent of the Canadian department of the Taylor-Forbes Co., Guelph, passed away in Battle Creek, Michigan, on Dec. 16. He leaves a wife and five small children. Mr. Hammond was a former resident of Toronto.

Fred. A. Kitely, hardware merchant, of Welland, was married recently at Port Colborne to Miss Eva Mae, daughter of Capt. and Mrs. J. W. McCoppan.

Richard Rowe, of Chester, a tinsmith in the employ of Geo. Mathewson, Toronto, fell from a second storey window in a house in course of construction recently. He struck upon the roof of the veranda and rolled to the ground. His skull was fractured and he died before the ambulance arrived to remove him to the hospital.

The Ventilation of Schools

Thomas Watson, Sanitary Inspector, Fort William, Ont., Expresses Some Strong Criticism of the Lack of Proper Ventilation in Canadian Schools.

No branch of sanitary science is more in need of consideration than that of supplying our children with the most health-giving element—pure air; and yet so little attention is given to this matter in the designing and construction of our public and other schools that the result is a weakening, or lowering, of the mental faculties, not to speak of the physical loss to the attending pupils. Can we afford to ignore any means that would prevent this waste or loss? There is no disputing the fact that Canada is not in the vanguard of progress in looking after the requirements necessary to insure the health of the young. Why should this be so? Not because she is not proud of her schools, or that she has no interest in the development of her children. Is it not rather because she is contentedly confident that her climate is such that it is sufficient to safeguard the health of all her people, whether young or otherwise? Is not the question of climate rather a forcible factor in favor of pausing to consider whether all is being done that might be to preserve the bloom and freshness of youth? With all the extremes of temperature, our climate is invigorating, but we are treating of indoor conditions. There are practically no congested areas, or confined manufacturing centres, to contaminate to any appreciable degree the air of our land.

School Ventilation Neglected.

Our laws are such that provision has been made to protect and care for the health of employes in factories, workshops and places of public assembly. Houses, schools, churches, steamboats and railway cars are all specified as coming under the care of authorities whose duty it is to see to their healthful condition. Why, then, this need for taking into account school ventilation? That there is room for improvement is patent from the number of complaints made to school and health authorities—complaints of headaches, eye troubles and general enervation. If it is the ventilation at fault who is to blame, and how are authorities to be stirred to a sense of their responsibilities? Health boards may agree as to the cause, and may advise educational boards as to the remedy, but how often do they insist on its application? Some such excuse as lack of funds or a difference of opinion as to methods is put forth, with the result that nothing is done to abolish what is poisoning the life-blood of the suffering children.

Let us consider our school-rooms and the systems in use in providing the air pupils have to breathe as the "food of life." Almost without exception there is no provision for the entrance of fresh air, and where provision is made, it is introduced at a height where it is polluted by products of respiration, and brought to the breathing level so diluted as to rob it of all health-supplying properties. There is practically no attempt at ventilation apart and separate from heating, and the result is that heating, being a problem of much easier solution than that of good ventilation, receives all attention, and ventilation is made subsidiary to it. We have yet in many of our schools the wood and coal furnace, from the chambers of which is passed the air, often superheated, that is all the children have in which to prosecute their studies. Is there any wonder that complaints should be made of lassitude, when pupils have to breathe for hours at a time an atmosphere which is so deficient in oxygen and is rendered more poisonous by the effete organic matters from their bodies and lungs? Other and better systems there are, but almost all are on the down-draught principle, a system which not only prevents the carrying off of the foul products as they are generated, but compels the re-breathing of air which has been already expelled. This system is largely to blame in the spread, to epidemic form, of such infectious diseases as measles and scarlet fever.

Natural System Best.

What system, then, can be adopted to remedy the evils pointed out, and supply pure air without creating dangerous draughts? It will be readily recognized that during the warm months of summer almost any system will be reversed, either because the outside air will be warmer than that of the schoolroom, or because the mechanical forces have no motive power to work them. We may safely then let the summer months' air supply care for itself, or, in other words, natural forces will suffice. In winter it is different, as it is then we have the greater need for ventilation.

Let the system be a natural one, that is, a supply of fresh (not necessarily cold) air be admitted from a pure source in a free and natural flow without force. Outlets and inlets will regulate the supply and temperature will determine the velocity. Fewer obstacles have to be overcome, and there is less liability of draught. Perhaps the most popular argument in favor of the adoption of this system is that of cost. It is cheaper to instal, costless in operation, and constant in service. Whether the system be natural or artificial, there is a crying need for a purer atmosphere in all our schools.

THE WINDOW GLASS TRADE.

Dealers place about 95 per cent. of their import orders in January, when business in the hardware line is rather quiet and the trade has leisure to size up its wants for the coming season. Just now hardwaremen are busy pushing holiday goods and desire to make hay while the sun shines. Import orders placed next month are delivered generally in May or June.

Stocks throughout the country are very light and, in many cases, standard sizes have to be met by cutting down larger sizes. However, dealers will be able to worry through until navigation opens. The trade in window glass was rather flat up to August, when activity started in the building line, owing to the glowing reports of the harvest in the West and the feeling of confidence which sprang up and resulted in many buildings going up this fall. The volume of business on the whole, notwithstanding the activity of the last few months in the window glass line, will not be as large as last year, but the turnover is better than many houses thought it would be. The prospects of heavy import orders being placed next month are encouraging and the coming year's business should equal that of 1907, if not surpass it.

In plate glass trade was rather dull all the year, as there were not many business blocks erected in the cities where the call for plate glass is always the strongest.

Trade News From Atlantic to Pacific

Maritime Provinces

St. John Brush Manufacturer Dead—Banquet Tendered to St. John Manager—Halifax After New Industries.

HALIFAX.

December 21.—In most lines the wholesale hardware trade is very quiet at the present time. There is some demand for ice hooks and for skates, the latter selling rather freely. Horse shoes and nails, and steel for sleigh runners, is also being bought locally. Trade continues very brisk, with the store dealers and the tinsmiths. Both these branches of business have about all the trade that they can handle conveniently. The retail hardware business is good and some of the jobbers report large sales of the smaller lines. None of the Halifax hardware firms have made any special displays for Christmas this season, with the exception of A. M. Bell & Co., who, as usual, have a neat and attractive window. The design was arranged by S. Wetmore, who has already won a wide reputation as a window dresser, and this season's display is equal to the best.

Fire last night gutted the interior of R. Kinsman & Son's plumbing shop on Argyle Street. The firm did not carry a very extensive stock, but what there was in the place was ruined, the principal damage being by water. The loss is covered by insurance.

Maurice Murphy, for the past two years superintendent of the plumbing and pipe fitting department of the Dominion Iron & Steel Company, has been promoted to the position of assistant to the mechanical superintendent, Mr. Sinnamon. The promotion is a very popular one among the employes of the plant.

The Halifax Plumbers' and Steamfitters' Union is planning for the winter season a series of interesting talks, illustrated by actual experiments, on the many plumbing problems which are always confronting the workmen of that craft. It is believed by the members of the union that periodical meetings for the purpose of exchanging ideas and experiences, will result in increasing the efficiency of the workmen. They intend to invite the apprentice to take part in the proposed programme. The union is also considering a proposition to protect its members during any business depression, by inaugurating an out-of-work fund, which will be practically an insurance against loss of employment during dull seasons.

The Board of Trade is considering a proposal made by A. A. Hayward to facilitate the establishment of new industries to Halifax, and a committee has been appointed to look into the matter. Mr. Hayward's idea is that a strong committee should be formed, the members of which should be selected from the most progressive element of the Board. This committee would be entrusted with the duty of working out some feasible plan to bring industries to Halifax. With this plan formulated it is suggested that the Board of Trade and the city work together and employ a man whose sole duty would be to look up new industries for the city.—J. H.

ST. JOHN.

Dec. 23.—The retail dealers here report that the Christmas trade has been very satisfactory. All have been advertising quite extensively. Several firms issued illustrated booklets with seasonable suggestions and one of the large concerns has been running a full-page advertisement in the local papers. All have shown good results.

A very pleasant function took place on Friday evening, Dec. 18, in White's restaurant, when M. F. Irwin, retiring manager of the McClary Manufacturing Co.'s branch here, entertained about twenty-five connected with the local office at dinner. During the evening J. R. Arthur, senior traveler for the firm, on behalf of those present, presented to Mr. Irwin an ebony gold headed cane, suitably inscribed as a token of good will. D. George Clark, Hamilton, who will succeed Mr. Irwin in the office here, was present and a delightful evening was spent. Mr. Irwin left on Tuesday for London, where he will assume the position of sales manager for the company.

A bowling match between teams representing the King St. store and the foundry on Water St. of T. McAvity & Sons, was played on Wednesday, Dec. 16 on Black's alleys and resulted in a victory for the former by fifty-seven pins.

Letters patent have been granted to the Bay of Fundy Mining Company, which succeeds the Maritime Copper Company.

Jarvis W. Arnold, local representative of John Taylor & Co., Toronto, was tendered a complimentary dinner in the Park Hotel, Dec. 14, by a number of his friends. Mr. Arnold is to be married Dec. 30 to Miss Hallett, of West Somerville, Mass.

The ratepayers of Barrie will vote on January 4 on a by-law to issue $2,000 4½ per cent. 5-year debentures for the purchase of property to be used for a public park and recreation ground. Also to raise $11,000 4½ per cent. 20-year debentures.

Ontario Trade News

Kingston to Have Smelter to Treat Lead Ore Mined Near That City—Creditable Work Done by an Ingersoll Foundry—Brantford Merchants Run Cheap Excursion on Electric Lines Entering That City.

KINGSTON.

December 21.—A most successful baking and cooking demonstration, which lasted for three days, was conducted at the hardware store of Nugent & Graham, King Street. Quite a large number were attracted to the store, and it is expected that there will be a ready sale of the Supreme Range, on which the demonstration was given by one of the agents sent by the manufacturers. "Cut down your fuel bill by one-half," is the motto of the range. It is claimed that the range will save fifty per cent. in soft coal and wood, and thirty per cent. in hard coal.

All the 10-cent stores are doing a rushing Christmas business in all lines. In front of Knox's store appears this attractive sign, "Just Four More Days Till Christmas, Won't Some Be Stormy?" The numbers, of course, being changed from day to day.

The Board of Works of City Council has opened up a stone quarry on Montreal Street, for the benefit of the unemployed, where 30 men are working. The stone will be used for the roads and walks next year.

A new town hall to cost $5,000, will be erected at Packenham. By-laws for the raising of money will be submitted to the people.

Engineer Craig reports that during 1908 there were 102 permits issued for the installation of new plumbing systems. There is no plumbing inspector in Kingston, and the engineer is asking the council to appoint one, stating that the work takes up too much of his time. He says the system of having a city engineer do this work is very unsatisfactory.

R. N. F. MacFarlane is rushing along the work on the new city hall dome, to replace the one destroyed by fire. The contract price was $12,500. In spite of the stormy weather the men have kept at work. The dome roof sheeting is about completed and the men will have protection for the next two months. The belfry will be constructed next week.

Arthur Routley, of the Princess Street sporting goods store, has made extensive alterations to his store, giving more floor space. New electric lights have been installed and altogether the store has been made much more attractive.

Your representative had the pleasure of visiting the property of the Canadian Lead Mining & Smelting Company, 18 miles from Kingston, near Loughboro. The property embraces the mineral rights of 220 acres of land, which is so

arranged that about one mile of the vein outcrops on the property. The vein in some places reaches a width of 22 feet, and averages 12 feet in width, carrying over 6 per cent. lead, as the lowest estimates of it, and the assays in the richest ore chutes show 15 to 20 per cent. lead. Much work has already been done on the property, the mines being developed to such an extent that 124,000 tons of ore are blocked out and ready for treatment. The company is about ready to proceed instaling their large concentrating plant on the property, and to erect their smelter in Kingston. At the present time three shafts have been sunk. The mines are now equipped with complete running plants, buildings, and other development work has cost $95,000. When the concentrating mill and smelter are completed the company will begin to market the great quantities of lead which they have ready. Fifty thousand dollars of the capital stock will be put aside to drive a tunnel between the two mines, a distance of over one mile, taking three years to complete. When the tunnel is completed $15,000,000 worth of ore will be blocked out. The large smelter that will be erected at Kingston will not only smelt the ore from the company's own mine but will be capable of handling the concentrates from any other properties in Eastern Canada. One year after the smelter is completed it will be ready to handle cobalt and silver, with its other ore.—E.G.B.

HAMILTON.

Dec. 22.—At the non-jury sittings last Friday judgment was given in the action of W. J. Overend, of Peterboro, against Burrow, Stewart & Milne, of this city, to restrain the latter from infringing on a patent curry comb and for $2,000 damages for alleged infringement. Judgment was given the plaintiff with costs with an injuction as requested. The costs allowed amounted to $20.80, which amount represents the royalties which the holder of the patents would have derived from the sale of the combs sold by Burrow, Stewart & Milne.

Dundas will build a public library to cost in the neighborhood of $20,000. John E. Riddell, of this city, has secured the contract for the galvanized iron roof of the building, and also the new High school, which it was previously mentioned, would also be built.

Arthur F. Hatch, of the Canada Steel Goods Company, is one of the incorporators of the Hall-Hatch Knitting Company, the incorporation of which is announced in the Ontario Gazette this week. The new company has a capital of $40,000, and will carry on a knitting business in this city.

There is a rumor afloat that the Otis-Fensom Elevator Company, of Toronto and Hamilton, will remove its plant in this city to Toronto. At present only the offices of the company are in Toronto, and it is understood that the firm wishes to have them together. A semi-official denial of the rumor has been made.

D. L.

W. C. Strader, of Williamsburg, has been visiting Montreal.

BRANTFORD

December 21.—That Brantford merchants have a great deal of foresight was shown here on Wednesday last, when about 1,500 people came in from Paris, Ancaster, Galt and other points on the radial lines extending from here north and east. Trade was very brisk, and the merchants here were very enthusiastic over the success of their initial endeavors in this line. A return fare of 5c from Paris and Ancaster, and 10c from Galt, had been secured, and this, with the big bargains offered by local merchants, drew out the crowds. So successful was the enterprise that it will be repeated several times each year. It was endeavored to secure excursion rates over the Grand Trunk from Port Dover and Port Rowan, under the auspices of the local merchants, but the company could not provide the necessary accommodation.

McDonald & Henry, Stratford, have received the contract at $550 for the instalation of a new system of plumbing in the Separate School there.

An "Old Home Week" will be held here next year if present plans do not fail. The merchants here are full of enthusiasm with the scheme, and the slogan, "Boom Brantford," will be heralded far and wide. The merchants here recognize the value of advertising, and they expect to reap their harvest during the home comers' week.

Caledonia citizens are endeavoring to secure the location of a Canadian branch of the Hunt Mfg. Co., of Sodis, N.Y. The firm manufacture machinery for the evaporating and fruit drying trade—of which there is no manufacture in Canada at the present time.

J. W. Church, Simcoe, has added the manufacture of robes, fur coats and mitts to his already extensive harness business.

J. L. and W. N. Buck have ordered all the necessary machinery for their factory at Port Rowan, and will commence the manufacture of presed brick as soon as it is installed. The factory will be capable of turning out 20,000 brick per day, and have a splendid bed of alkali—free clay on which to commence operation.

A by-law will be submitted to the electors in January for the further issue of $20,000 debentures to buy out the Western Counties Cataract Power Co. and municipalize the street lighting and domestic electric lighting.

"Never has paint proved such a profitable line as it has during the past year," said A. Squires, of Watt and Squires, to your correspondent. "It has always been a splendid paying proposition, but this year exceeds all previous records. Our firm has far exceeded last year's business. The past year has been a splendid one in the building trade," he continued. "The class of buildings is better than in former years and the general prosperity enables the builders to put in more expensive fittings, and we get the benefit. The hardware men and plumbers have all been delighted with the way business has been picking up. I am glad," he said, in conclusion, "to see that Brantford will once more appear in the widely-read columns of Hardware and Metal."

"Christmas trade is brisk," said another dealer, "and we expect that the purse strings of the people will be loosened. Cutlery is as ever the leader in Christmas gifts in the hardware line, though skates, hockey sticks and gloves, pads, etc., follow closely behind. A line that hardware dealers are finding profitable is express waggons. In past years we have done a large share of the sleigh trade, but the express waggon trade has been handled by the bookstores. The waggons with sleigh attachments are coming into favor as suitable Christmas gifts for the small boy.

The annual meeting of the Ontario Portland Cement Co. was held in this city last week, when the directors' reports were presented showing a very satisfactory state of affairs. The following officers were elected:—E. L. Goold, president; W. S. Wismer, vice-president; J. A. Colter, manager; S. H. J. Reed, secretary, and A. A. Barrett, treasurer.

Geo. Battye, charged with intimidation near the Buck Stove Works, in the strike there last spring, was discharged by the judge. Hill and Morrison, two other strikers, were fined $10 and costs.

Two by-laws that will be submitted to the electors in January are the grants of $5,000 for the erection of a nurses' home, and $100,000 for a new collegiate institute.

Owing to the recent natural gas explosions an inspection of the gas mains has taken place. It has been found in all places inspected that the mains were in good condition, and the gas company are now putting in a device that will to a large extent eliminate the leaking of gas. This device has been installed on 3,700 services which have been put in this year.

I. Torrens, hardware dealer, Tillsonburg, is having a guessing contest, offering a $5 carpet sweeper to the one making the nearest guess to the number of seeds on a sunflower head.

Building permits have been issued as follows:—Harry L. Wood, residence, $1,100; James Faulkner, residence, $1,000, barn, $400; B. A. Caspell, dwelling, $1,500.

T. J. Minnes & Co. have the contract for supplying and installing the heating, lighting and plumbing arrangements in the newly-constructed wing of the Ontario Institute for the Blind. The contract is a big one.

Turnbull & Cutcliffe are exhibiting a fine line of brass novelties suitable for Christmas gifts, in their Colborne Street window.

Percy Kendall, who has been with C. E. Boyd, Simcoe, in the capacity of hardware clerk for many years, has accepted a position as traveler for the Canadian Motor Cycle Co., Toronto.

Dunnville had a big building boom during 1908. Forty new houses and business structures have been erected, valued at $60,000.

S. Smith has opened a new factory on Dundas Street, for the manufacture of brushes and brooms.

The difficulty caused by extremely cold weather in coating the windows with frost has been overcome here by installing a line of pipe next to the windows and lighting the natural gas, the heat keeping the windows practically free from frost.

A by-law to instal a $47,200 waterworks plant at Burlington will be submitted in January.

S. F. Whitham, contractor, who has

erected several normal schools, is a candidate for Mayor here.

The peddler nuisance has been felt to some extent in Brantford but the police are on the watch for those not licensed. One was up yesterday before the police magistrate, who fined him $10 and costs, a sum that will recall to his mind the necessity of getting out a license.—A.W.

CHATHAM.

December 22.—The Christmas rush is on. "Our Christmas business has been very, very satisfactory," remarked Ed. Wanless of J. C. Wanless, to The Hardware and Metal representative this afternoon. "The people, too, seem to be going in for the better line of Christmas stuff. We sold four stoves to-day. Cutlery is selling well, and we are featuring skates and hockey sticks to advantage."

Well decorated windows are a feature these days, in the hardware as in other trades. It is a noteworthy fact, however, that quite a few merchants do not put in their Christmas windows till a few days before the holiday. It might be advisable to decorate sooner. Of course, the new window display when first makes its appearance a couple of nights before Christmas, is bound to attract attention, where, if it had appeared before, people would be measurably used to it by the time of the Christmas rush. But still, a handsome display early in the season should accomplish something in the way of stimulating early buying. Early buying lessens the wear and tear in the last week—or else, as is often the case, the early buyer comes back in the last days for more.

Chatham is in sight of Niagara power. Hon. Adam Beck recently addressed the City Council regarding the subject, and it has been decided to submit a plebiscite to the people on the occasion of the forthcoming municipal elections.

The Consumers' Gas Company, of Wallaceburg, has entered the gasfitting field, and is until Jan. 1, 1909, advertising that it will instal gasfittings for its customers at actual cost.—W. E. P.

ST. THOMAS.

Dec. 17.—The hardware dealers are all making special displays for Christmas, while none are making any pretentious window work, yet all are showing seasonable goods.

The outlook promises to be up to last year, and if the present fall of snow stays, will likely see a gain. Skates and sleighs show the best demand at present.

The ratepayers of Port Stanley will vote on a $20,000 loan to the Standard Implement Co., a concern which manufactures gang plows for the Western trade.

The M.C.R. have purchased, through Ingram & Davey, two spraymotors for disinfecting their cars in order to fully comply with the regulations governing the quarantine of cattle, owing to the foot and mouth disease in Buffalo.

It is likely the city council will take up the matter of a plumbing inspection early in the new year.

Owing to the moving that Ingram & Davey will soon have on, it is not likely they will have a hockey team in the city league this year.

Geo. B. Ramsden, traveling representative of the J. H. Still Manufacturing Co., is the proud daddy of an eight-pound girl baby, born Dec. 9.

O. Murphy, representing Wood, Vallance & Co., and Jack Anderson representing Lewis Bros., make this town their homes.

The many friends here of Alex. Wallace are waiting to congratulate him on his new connection, with the Kennedy Hardware Co. Alex. is one of the best-liked men doing this territory.

Lyle Johnston, of the D. H. Howden Co., relieved A. B. Dobbin last week. His many friends here were glad to see him and learn that he is getting back to good health again.

INGERSOLL.

Dec. 21.—The largest casting ever made in Ingersoll was poured successfully on Wednesday last at the foundry of the Reid Foundry & Machine Co. under unusual circumstances. The order was received on the preceding Friday from the Canadian General Electric Co., Toronto, on condition that the casting be delivered not later than the following Friday, a stipulation which allowed only five working days. Had a pattern been provided this would have been comparatively easy to accomplish but as this was a new design, a drawing only accompanied the order, yet within an hour instructions were given to the foundry over the 'phone and the preparatory work started two hours after the order was received. The casting is nine feet seven and a half inches in diameter by sixteen inches wide and eight inches deep at the rim, and has eight brackets and four holes for bolts. A small segement pattern only was used and the mold proper was started Tuesday at noon, and completed and cast on Wednesday. The casting weighs 3,600 pounds, and would be a credit to the largest foundry in the country.

There is much which the hardware store has in stock that is in demand during the holiday season, and for the past week or so the merchants have been reaping the Christmas harvest. There has been a strong demand for nickelware suitable for gifts, fancy lamps, cutlery, etc. With the advent of the skating season business is boomed as the boys and girls must have skates and this branch of the trade has gradually increased since the first thin ice formed several weeks ago. From the manner in which both town and country people have been buying in all lines it is evident that money is not "tight," but there is far greater prosperity than was noticeable a year ago.

The Prairie Provinces

Saskatoon Hardwareman Elected Mayor of That City—By-laws Carried to Spend Money on Public Works.

PRINCE RUPERT.

December 8.—Fred Stork, formerly of Fernie, has opened a hardware store here, and, as will be seen in the accompanying illustration, he is agent for

A Prince Rupert Hardware Store.

Gurney Oxford stoves and ranges. Mr. Stork has a substantial store building and a varied stock of hardware and heating goods.—C.E.O.

SASKATOON.

Dec. 18.—Webster & Noel, architects, contemplate the erection of an apartment block here next spring. The building will have ten suites and will cost in the vicinity of $20,000. Sketch plans are now being prepared. Negotiations are also taking place for a suitable site.

A four-stall slate urinal which has proved unsatisfactory, has been removed from the basement of the Flanagan Hotel and replaced with an enameled trough urinal.

E. Greene, of the S. A. Clark staff, has gone east to spend the holidays.

On December 14 Alderman William Hopkins, of the west-end hardware store was elected mayor of this city for next year. There were two candidates in the field, Mr. Hopkins coming out with the majority of 44. Mr. Hopkins is a successful business man owning as he does, one of the best hardware stores in Saskatoon. He has been three years an alderman and is therefore qualified for the high honor which the citizens have bestowed on him.

On Monday the citizens voted $11,500 for the extension of the waterworks plant; $13,500 for firehall site and equipment; $30,000 for the extension of the electric light plant; $38,861 for the extension of the sewer system and $9,300 for the extension of the water service.

Last Monday was the sixth anniversary of the J. F. Cairns store. The

occasion was celebrated with a substantial reduction of goods in all departments. In the evening it being also the civic election day, W. Hopkins, the mayor-elect, in the presence of a large crowd which gathered at the store, was

W. W. RUTAN, MELFORT, SASK.,

The Retail Hardwaremen who was Recently Elected M.P. for Prince Albert.

presented with a Humpty-Dumpty. Speeches followed the little ceremony and music was supplied by an orchestra.

A branch hardware store has been opened at Tessier on the C.N.R. by W. Hopkins. E. Garvie has been placed in charge.—D. G. R.

British Columbia

Victoria May Extend Sewerage System—Bradstreets & Dunns to Re-establish Agencies.

VICTORIA.

Dec. 16.—As Christmas draws nearer trade begins to brighten up very perceptibly. In the hardware line most of the stores are making a special effort to make a good showing of Xmas gifts, some of the windows being very tastefully decorated. Trade, though good, is not quite up to the high standard of last year.

Bradstreets and Duns, the two mercantile companiesc, are to re-establish their agencies in Victoria. About six years ago both these firms were located here and both agreed to oversee this territory from Vancouver, changed conditions now necessitate their coming over to re-establish their agencies.

A Chinese school is to be built on Fisguard St., at the cost of $12,000, a permit for the above amount being issued this week.

A Chicago firm has offered to instal the whole of the sewerage system in Ladysmith and take up the city debentures in payment. The city council has the matter under consideration.

Two petitions asking for by-laws, have been presented at the city hall. One asks for the modernizing of the city hall at an outlay of $35,000, as outlined by the present council. The other requests the further extension of the sewer system at a cost of $50,000. By-laws will be submitted to the ratepayers at the municipal elections in January.—W. B. C.

Practical Advice to Salesmen

Profitable Suggestion Made by E. C. Atkins & Co. to Their Salesmen and the Trade in General.

Nine out of every ten salesmen who read this expect to receive an advance in wages some day. Of the nine—perhaps five—are just waiting until they may be able to say:

"I think I ought to have more wages because I have been with you two years next Monday."

Or—"I want more wages because you pay Tom or Dick more than you do me and I work just as hard as they do."

No plan of action—no determination—just drifting—that's all—waiting for a "raise."

Two of the nine are making an honest effort to advance. They are on hand early in the morning and work diligently all day—Plodders—putting in their time conscientiously, but with no fixed motive nor plan to work upon. —Honest fellows—yes, they are—but they lack a fixed policy. They are drifting—that's all. Advance will come to them—but don't you know that even if you were boss, the advance would be slow.

The Ones Who Succeed.

The last two of the nine are different—they have made a study of their employer and they—Anticipate. They give thought to conditions and supply what is needed, without—having to be told. Or—they place themselves in their employers' shoes and do the things which common sense teaches them that they would do, were positions reversed.

These fellows are the ones who advance quickly and surely until their names are added to the right-hand side of the sign board—first perhaps as "Co." and then as principal.

No matter to what class you belong sit down and think this over. Size yourself up—to yourself. Don't "make any bones" of it. You belong to one of these classes—which one? If in the latter—here's congratulations. If not—get in—Quick. And you cannot get in quicker than through making an intelligent study of the goods you have to sell.

Take Stock of Yourself.

Why is it—that Bill can sell more stoves or Tom heads the list on paint, or—perhaps—that you can't sell as many tools or saws as Charlie?

You are perfectly at home, perhaps, when your customer asks for a refrigerator, but you wish some other salesman had him when he asks for builders' hardware.

If you knew as much about locks and clasps and fasteners as you do about refrigerators, don't you think you could make the sale as well as the other fellows?—Sure you could.

As a salesman, it is sales that count—early sales, late sales, big sales and lots of them—that is what knocks. Think of it—Your boss is in business to sell, and the more he sells the better he likes it, and the more sales you make for him, the better he likes you. And you can not make the most sales unless you know your merchandise.

Know Your Goods.

If a stove—learn how it is made. Take it apart and put it together again. Get the manufacturer to tell you all about it—he'll be glad to. Read his literature.

Push quality goods—Sell the best goods, the highest priced goods, the goods that pay the best profit. It is always safe to sell merchandise that is advertised and this class is the easiest to learn about.

Show your customer your advertised goods. Hold him as long as you can without annoying him—but show him—or tell him about your advertised goods.

Advertised Goods Sell Best.

Nine chances out of ten he is ready to buy but has not acknowledged the fact to himself. Take advantage of what is being done to aid you and show him your lines that are advertised. He has heard of them and is probably interested. He has read of them and wants to see them—Show them to him.

Put interest, vim, enthusiasm into every sale and talk to each customer as though your future depended upon the making of that particular sale. Any customer will be flattered at apparent interest evinced by the salesman and will return to buy from you again.

Any salesman pursuing these methods will see his customers growing stronger, more numerous and more profitable each day and each week, until he may approach his employer with a tangible reason for advance in wages, based upon results which have been accomplished and secure this advance, because he's worth it.

This is the only sure way to secure more salary.

A deputation from Port Arthur waited upon the Government asking that the dam at Dog Lake be erected at a cost of $20,000. With this expenditure it is thought 30,000 horse-power could be developed, though the twin cities are at present using only 8 000 horse-power.

How the Stockkeeper Struck a Snag

S. V. N., in System.

The new stenographer had been at work for two or three weeks when the boss turned to her and said off-hand:

"I am a crank on what I call 'non-exclusive information.'"

"What's that?"

"Why, I don't want anybody around the place who can cripple the business by leaving suddenly, or by getting a monopoly of information that I do not have. You've been here a couple of weeks; have you seen anything around the place that savors to you of a monopoly of that kind?"

The new stenographer was a bright young lady who bade fair to become a permanent employe of the establishment of Smith & Jenkens, city plumbing supply jobbers. She was bright and capable, and had been in the line for a number of years. The way she handled the work showed that she took advantage of all the short cuts and grasped the reasons as well as the details of business.

"Why, yes; I have. We handle here thousands of different items. The stockkeeper seems to be able to produce a given item right on the second. If you want a two-inch brass valve it takes him about half a minute to find it. But suppose he was to get sick or was to leave all of a sudden, is there anyone else around the place who could find and hand out those supplies?"

Mr. Smith leaned back in his chair. That same question had often come to him and he had been going to take it up some time himself; so he was interested.

"Yes, that is a good point to make. What can we do about it?"

Adapted a Library System.

"I once worked for a few days in a library and I noticed the facility with which the attendants would bring every volume which I called for. Many of the attendants, in fact, remembered a large number of books by their numbers. If you asked one of them off-hand for Pitman's Manual of Shorthand he would say, 'Yes, that's 407 Q 38,' and make out a slip for it and get it for you at once. Why can't we apply this same system here?—give every fitting a number. Then when we order our supplies—when we talk about them—when we have anything to do with them, in fact, specify them by number as well as by name. In a few months' time every one around the office will be able to remember a large number of the supplies by their numbers as well as by their names. Then whatever comes up you are prepared for it, for all of us know, or can instantly refer to the number of a fitting, which number designates its location."

The boss was impressed by this argument and the new system was gradually installed. By employing numbers and lists a simple and comprehensive system of this kind was soon in operation.

The anticipated trouble began in an unexpected manner. A customer dropped in for a few fittings and Mr. Smith telephoned down to the stock room to have them sent up. The stockkeeper was out. Telephoned again in a few minutes. The stockkeeper was still out. The customer began to get a little impatient—Smith telling him the latest story meanwhile. When the story ended and the customer was still impatient Smith telephoned again. Stockkeeper still out.

"Can you find three 420 A's for me," said Smith, turning to the stenographer.

"Certainly, they are in bin 20, fourth row, box A," she replied, off-hand.

"Well, you needn't go yourself, send James, the office boy."

The boy came back without the fittings.

"What's the matter, can't you find them?" said Smith.

"Yes, sir, I found them all right, but the stockkeeper came back just as I was bringing them up and took them away from me. Said he didn't allow anybody nosing around the stock room and getting the stock mixed up in his absence."

Things started to move then and there. Smith went down himself for the fittings and gave the stockkeeper notice to hunt for a new job.

LEAD PIPE 350 YEARS OLD.

When the great Cardinal Wolsey, Lord Chancellor of England, under King Henry VIII., built Hampton Court Palace, at the beginning of the sixteenth century, he determined to bring his supply of drinking water from some famous fresh water springs at Coombe, some distance away, in the Surrey hills. An elaborate method of collecting the water was adopted. Three principal conduit houses were built, which still exist. By means of a number of undergound feeders the water was conveyed from the springs to these conduit houses, whence it flowed in separate pipes to Norbiton, where a junction was effected. From this point the water was taken directly to the palace through a lead pipe 2¼ in. in diameter, which ran at a depth varying from 3 to 6 feet, except where it crossed the Thames, where a considerable dip was necessary to carry the pipe under the river. This water formed the sole domestic supply of Hampton Court Palace for nearly 350 years, and was only discarded about 30 years ago, on account of the increased building about Coombe having polluted some of the sources of the supply.

By order of the British Commissioners of Public Works the old lead pipes between Coombe and Hampton Court, which became a royal palace at the death of the Cardinal, were taken up, some 10 to 11 years ago, after being buried since the year 1520. It says much for the honest workmanship of the plumbers of those days that these pipes were found to be in perfect condition and very few of them had any trace of wear and tear. They included some of enormous length, as much as 200 feet being found without a joint. These old pipes, moreover, are of considerable value because they were made at a time when the method of extracting the silver from the lead had not been discovered. They are of a substantial nature, averaging about 11 lbs. to the foot. According to the Metal Worker, the undertaking has proved a decidedly profitable one for the Department of Works, which will be some thousands of dollars in pocket by it.

WHAT'S IN A NAME?

Four customers had called on the plumber that morning, asking when they could have their jobs completed and the plumber reflected that the order by mail would necessarily take time; so, going to the long distance telephone, he got his favorite supply house on the wire. This conversation ensued:

"Hello! Is this the Plumbers' Supply Co.?"

"Yes."

"Who's talking?"

"Watt."

"What is your name?"

"Watt is my name."

"Yes. What is your name?"

"My name is Watt—Charles Watt."

"Oh! Charles Watt. Well, Watt, send me the order I mailed yesterday on this noon's express."

"All right. Are you Schott?"

"No, I'm not shot, nor half shot."

"I mean, are you John Schott?"

"No; I'm Knott."

"Well, then, what is your name?"

"Will Knott."

"Why won't you?"

"Uh! My name is William Knott, of Notterdam. I want that order sent out on to-day's noon express, sure."

"Certainly, Knott. Good-by."

The new sewer by-law at Ladysmith was carried without opposition. Only 100 votes were cast, of these only 8 were against the by-law. The work is to cost $50,000.

We wish to
assure Hardware Dealers,
Clerks, Travellers or Manufacturers
who use our "want ad." columns that
by using a box number all information given
us is

Strictly Confidential

We will not divulge under any consideration the name of the advertiser. Moreover, when requested to do so we will forward replies *in plain envelope*, making it absolutely impossible for even your next door neighbor or fellow clerk to know anything about the advertisement you have inserted.

Rate for Condensed Ads.
2 cents per word first insertion.
1 cent per word subsequent insertion.
5 cents additional each insertion when Box Number is required. This covers cost of mailing replies to you.

CONDENSED OR "WANT" ADVERTISEMENTS.

RATES.

Two cents per word first insertion; one cent per word subsequent insertions.

Five cents additional each insertion where box number is desired.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

RULES FOR COPY.

In addressing replies care of HARDWARE AND METAL don't fail to give box number.

Replies addressed to HARDWARE AND METAL boxes are re-mailed to advertisers every Monday, Wednesday and Friday.

Requests for classification will be followed where they do not conflict with established classified rules.

Orders should always clearly specify the number of times the advertisement is to run.

All "Want" advertisements are payable in advance.

AGENTS WANTED.

This is the problem of many manufacturers who are anxious to get a foothold in Western Canada. It will be easily solved if HARDWARE AND METAL is given the opportunity to solve it.

AGENT WANTED by cutlery manufacturer in Germany. Goods are already known in Canada, having been sold for 30 years. Sole Canadian agent to be appointed. Good connections necessary. Applications to Box 2915, HARDWARE AND METAL, Montreal. (50f)

CHAINS, ANCHORS, &c.—A Lancashire firm manufacturing chains, anchors, windlasses winches, capstans, steering gears, tanks, iron buoys, pontoons, lighters, dock accessories, &c., desires to communicate with Canadian firms, with a view to opening up business connections. (1538f,45)

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENCIES WANTED

Manufacturers of hardware lines both at home and abroad watch our paper each week. If you want to secure the exclusive agency for any line for the whole Dominion, for a Province or for your own city or town you will find a Want Ad. will put you in touch with the right firm.

RETAIL HARDWAREMAN, with wide experience, wishes to establish himself as manufacturers' agent in Toronto, and would like to correspond with manufacturers who are interested. Best of references can be given. Address Box 101, HARDWARE AND METAL, Toronto. (tf)

BUSINESSES WANTED.

The business of your next door neighbor may be for sale, and you would not know anything about it. The only way to get replies from the trade everywhere, is to advertise in a paper which reaches the trade everywhere in Canada.

WANTED—To buy, hardware, stove and tin business in good western Ontario town. Stock from four to six thousand. Box 771, HARDWARE AND METAL, Toronto. (53)

TO BUY hardware business, stock $3,000 to $6,000. Give full particulars and terms on which payment may be made. Box 776, HARDWARE AND METAL, Toronto. (3)

BUSINESSES FOR SALE.

Somewhere in Canada is a man who is looking for just such a proposition as you have to offer. Our "For Sale" department brings together buyer and seller, and enables them to do business although they may be thousands of miles apart.

TWO good paying hardware businesses for sale in towns east of Toronto; population about 2,000 and 5,000 respectively. Good reasons for selling. For full information apply Kennedy Hardware Co., Toronto. (52)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

BETTER, CHEAPER, SAFER LIGHTING. — The Pitner System of gasoline lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

HIGH CLASS COLOR WORK; Commercial Stationery, Posters. The Hough Lithographing Co. Limited, Office—No. 3 Jarvis St., Toronto, Telephone, Main 1576. Art, Good Workmanship; Business Methods.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest, and best, and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, 123 Bay Street, Room 116 Stair Building, Toronto, Can. (tf)

EVERY HARDWAREMAN should handle the Time Saving Coupler. It is a sure saver of time and temper; it works simply and instantaneously, and its joints are absolutely watertight. The unusual advantages possessed by the Time Saving Coupler will make it popular among your hose using customers. (tf)

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

SITUATIONS WANTED.

Travellers, clerks, or tinsmiths, wishing to secure new positions, can engage the attention of the largest number of employers in their respective lines, by giving full particulars as to qualifications, etc., under "Situations Vacant."

SUBSCRIPTION CANVASSER WANTED—To solicit subscriptions for one of our publications. A retired merchant or one who has had experience as a salesman preferred. As high as $1500 a year will be paid to a first-class man. The MacLean Publishing Co., Ltd., 10 Front St. East, Toronto. (51)

WANTED—Position as traveler for wholesale hardware or tin and graniteware. 8 years experience. Reference. Box 774, HARDWARE AND METAL. (51)

SITUATIONS VACANT.

You can secure a "five-thousand-a-year" manager, or a "five-hundred-a-year" clerk, by stating your wants under "Situations Vacant."

HARDWARE BUYER WANTED. One thoroughly familiar with machinists' tools as well as all lines of hardware. Apply Box 770, HARDWARE AND METAL, giving full particulars of experience, salary, etc. (f)

PRACTICAL MAN, with knowledge of stove manufacturing, for assistant superintendent. P. O. Drawer 256, Hamilton, Ont. (44tf)

HARDWARE salesman for Ontario, experienced, all lines. Must have taking manner, be strictly sober and good stock-keeper. Send references. State age, size, wages expected for steady job, when could come. Box 778, HARDWARE AND METAL, Toronto. (2)

TINSMITH and plumber for old Ontario town, steady job. A good, all-round man, able to do good work and willing to do it. Must be sober and reliable. State age, experience, wages and send references first letter to Box 777, HARDWARE AND METAL, Toronto. (2)

WANTED—First class experienced man. Must have good connection with retail as well as wholesale trade. Good salary to right man. State experience and furnish references by letter only to Schuchardt & Schutte, 91 Youville Square, Montreal. (52)

ARTICLES FOR SALE.

Don't keep any fixtures or tools around your store for which you have no further use. They are worth more to-day than they will a year hence. Don't keep money tied up which you could use to secure discounts from your wholesaler.

FOR SALE—Safes. Fine new fireproof safe, new burglar-proof safe; latest type; prices right. The Canadian Fairbanks Co., Ltd., 26-28 Front St. West, Toronto. (44f)

FOR SALE—One complete set of tinners' tools. Quick sale. Box 27, Dauphin, Man. (tf)

TECHNICAL BOOKS

HARDWARE WINDOW DRESSING—This book, just off the press, contains 256 pages (8x11 inches) and over 200 illustrations with full working descriptions. Every display is the work of an expert. It illustrates and explains how hardware windows may be dressed to sell goods. Price $2.50 post paid., The MacLean Publishing Co., Technical Book Dept. 10 Front St. East, Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

THE ERECTION AND REPAIR OF WIRE FENCING.—Practical treatise relative to Wire, Posts, Pattern of Fence to Build, Laying the Wires, Straining Tools and Repair Work. Price 25 cents. MACLEAN PUBLISHING CO., Technical Book Department, 10 Front St. E., Toronto.

MENSURATION FOR SHEET METAL WORKERS, by Wm. Neubecker,—This new book gives the principles of the art of measure, showing its practical application in solving problems, in finding the areas, dimensions or capacities of the diverse sizes and shapes of sheet metal products. It is of infinite value to all sheet metal workers. 72 subjects and 70 figures. Price 50 cents, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

NEW METAL WORKER PATTERN BOOK, by G. W. Kittredge.—Most elaborate and complete work ever published for sheet metal pattern cutters. Principal contents are Terms and Definitions, Drawing Instruments and Materials, Linear Drawing, Geometrical Problems, Principles of Pattern Cutting. 430 pages (10 x 13 inches), 744 illustrations. Price $5.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co. Technical Book Dept., 10 Front St. East, Toronto.

HOW TO WRITE SIGNS, TICKETS AND POSTERS

BY PAUL N. HASLUCK

Practical handbook for the sign writer, giving concise information on the general principles of the craft. Contents are:—Formation of Letters, Stops, and Numerals; Sign Writer's Outfit; Making Sign Boards and Laying Ground Colors; Simpler Forms of Lettering; Shaded and Fancy Lettering; Painting a Sign Board; Ticket Writing; Poster Painting; Lettering with Gold, etc.

Price 50 Cents.

TECHNICAL BOOKS, - 10 Front Street East, TORONTO

WESTERN CANADA HARDWARE MARKETS

Corrected by telegraph up to 12 noon Friday, Room 511, Union Bank Bldg, Winnipeg.

Winnipeg, Dec. 22.—As the year draws to a close there are many matters of public interest claiming attention, and not the least of these is the final agreement between the Canadian Pacific Railway and the town of Fort William.

The company's old exemption from taxation agreement expires next year and as was mentioned before in these columns, negotiations have been in progress for some time for a new agreement the details of which were finally made public this week. The company are to have a further exemption on their property, from everything but school taxes, for a further period of fifteen years, and in return are to build a joint railway, passenger, vehicular and trolley bridge across the Kaministikwa River to island No. 1, a bridge across the McKellar connecting the two islands, build a fine union depot with G.T.P., give the city 300 feet river frontage at the foot of McVicar, and another 300 at the foot of Sprague Street for city docks.

Lastly, the company will erect an additional rapid coal handling plant. Though not definitely stated, it is understood this will have a capacity of 1,000,000 tons, and will erect a large cleaning elevator. This programme outlines an immense forward movement at the head of the lakes for the next three years at least. The amount of structural steel required will represent a small fortune in itself, to say nothing of the other building materials and the number of men that must necessarily be employed. The agreement is considered very advantageous to both parties. Improvements at Fort William that tend to the rapid handling of wheat outward and coal inward, are of such vital importance to the West that the terms of the agreement have been studied almost as anxiously by Winnipeg business men as they have by those of the town by the lakes.

Speaking of Fort William, the official returns are to hand from the office of Inspector Gibbs as to the actual shipments of grain from the head of the lakes this season. The showing is a startling one for 36,013,617 bushels of wheat; 5,953,200 of oats, 1,450,864 barley, and 517,913 bushels of flax have been loaded into vessels between the opening of navigation last April and the close of navigation on Dec. 11th; a grand total of 13,935,956 bushels of all grain. When navigation opened in April there was between five and six millions of the wheat crop of 1907 in terminal elevators, so that of the amount shipped out fully 30 million bushels is the wheat crop of 1908. The movement is quite without precedent in any previous year.

Winnipeg is rejoicing on the purchase by the Canadian Northern Railway of the Duluth, Rainy Lake and Winnipeg Railway, because it means a great shortening of the route to Chicago. It is understood the C.N.R. will continue to use the tracks of the Duluth, Misaba and Northern until spring and will then build direct into Duluth to connect with the Wisconsin Central. It is highly probable that a working agreement has been arrived at by the Meyerhausers, Cook & O'Brien and other of the Chicago, Minneapolis and Duluth Lumber Kings to have the pine from their immense limits in Northern Minnesota as well as in the Rainy River country, carried over this road. It will also get considerable traffic in iron ore and it will, in season, no doubt do a good trade in wheat from the Canadian West going in bond to Duluth.

Price Quotations.

WIRE—Barbed wire, 100 lbs., $3.25; plain twist, $3.40; staples, $3.40; annealed wire, $2.90 base; oiled, 10c extra; bright iron, $3.10 base; brass spring wire, 32c base: plain galvanized, wire, 6, 7, and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

POULTRY NETTING—57½ per cent.

HORSESHOES—Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—MRM cold forged process—No. 3, 36c; 4, 32c; 5, 30c; 6, 28c; 7, 26c; 8, 24c; 9, 23c; 10, 11 and 12, 22c. Discounts, 50 and 10 p.c. Capewell brand quotations on application; "C" brand list prices per box 25 lbs.; No. 4, $5.25; 5, $4; 6, $3.50; 7 to 9, $3.25; 10 to 14, $3. Discounts on application.

WIRE NAILS—$2.70 Winnipeg, and $2.25 Fort William.

CUT NAILS—Now $2.90 per keg.

PRESSED SPIKES—¼x5 and 6, $4.75 5-16x5, 6 and 7, $4.40; ⅜x6, 7 and 8, $4.25; 7-16x7 and 9, $4.15; ½ x 8, 9 10 and 12, $4.05; ⅝x10 and 12, $3.90. All other lengths, 25c extra, net.

SCREWS—Flat head, iron, 80, 10, 10 and 10; brass, 75c; round head, iron, 80; brass, 70; coach, 65c.

BOLTS—Carriage, 3-16 and ¼, 65; 5-16 and ⅜, 60; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; bolt ends, 52½; sleigh shoe, ⅜ and under, 55; 7-16 and over, 45; machine screws, 60; plough bolts, 50; square and hexagon nuts, cases, 2¾; small lots, 2¼; stove bolts, 70 and 10 per cent.

RIVETS AND BURRS—Iron rivets, 60 per cent. copper; No. 7, 29c; 8, 29½c; 9, 30½c; 10, 31¾c; 12, 34c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs: No. 8, 30½c; 9, 33c per lb.

COIL CHAIN—¼, $7; 3-16, $5.50; ⅜, $1.90; 7-16, $4.70; ½, $4.40; ⅝, $4.20; ¾, $4.05.

SHOVELS—40 and 5 p.c.

HARVEST TOOLS—50, 10 and 5 p.c.

AXE HANDLES—Turned, s.g. hickory, $3.15; No. 1, $1.90; 2, $1.60; octagon, extra, $2.30; 1, $1.60.

AXES—Bench, 40 and 5; broad, 5½ to 7½; $21 per dozen; 7¾ to 8¾, $23 per dozen; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.50; Copper King, $8.25; Columbian, $9.50; handled axes: North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $10.50 per dozen.

AUGUR BITS—"Irwin" bits, 47½; other lines, 70 and 10 p.c.

BLOCKS—Steel, 35; wood, 60 p.c.

HINGES—Light T and strap, 65 p.c.

HOOKS — Brush, heavy, per doz., $8.75; grass, $1.70.

FILES—Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

STOVE PIPES—6-inch, $9.25; 7-inch, $10.

BUILDERS' HARDWARE—50 p.c.

TINWARE, &c—Pressed, retinned, 70; plain, 75 and 2½; pieced, 25; japanned ware, 35; Famous enamelled ware, 50; Imperial, 50 and 10, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; White, 70 and 5; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Pails, 37½ p.c. Other galvanized lines, 33 1-3 p.c.

SOLDER—21c per lb.

LANTERNS—Cold blast, per doz., $7; coppered, $9; dash, $9.

WRINGERS—Royal Canadian, $36; B.B., $10.75 per doz. Churns, 45 and 5.

ROPE—Sisal, 10¼c; pure manila, 13¼c; British manila, 11¼c. Lath yarn, 9¼c.

BUILDING PAPER — Sunrise, plain, 50c; Surprise, plain, 50c; Lion, plain, 55c; Anchor, plain, 60c; Cyclone, plain, 60c; Victoria, plain, 70c; Triumph, plain, 67½c; Buffalo, plain, 67½c; Jubilee, plain, 70c; Anchor, Joliette and Buffalo, tarred, 62½c; Victoria and Jubilee, tarred, 86c; Triumph and Joliette, tarred, 84c; Cyclone, tarred, 78c; Perfection, Sulphite, $3.75 per 100 lbs.

CORRUGATED IRON AND ROOFING, Etc.—Corrugated iron, 28 gauge, painted, $3; galvanized, $4.10; 26, $3.35 and $4.35. Pressed standing seamed roofing, 28, $3.45 and $4.45. Crimped roofing, 28, painted, $3.20; galvanized, $4.30; 26, $3.55 and $4.55.

AMMUNITION—Cartridges, rim fire, Canadian, 50; American, 33; pistol sizes, Canadian, 25; American, 5; military, Canadian, 20; American, 10 p.c. advance. Primers, $1.55. Loaded shells, English and Canadian makes, 12 gauge, black, soft, $18; 10, $22.50; 12 smokeless, chilled, English, $24; Canadian, $23; 10, smokeless, chilled, English, $28; Canadian, $27. Shot: Drop, per 100 lbs., $6.25; chilled, $6.60; buck, $6.95; 28 ball, $7.30. Powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

BAR IRON—Bar iron, $2.30; Swedish iron, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop. $13.

PIG LEAD—$5.50. Lead pipe. $7.

SHEET ZINC—Casks, $8; broken lots, $8.50.

COPPER—Planished copper, 29½c per pound; tinned, 26½c.

IRON PIPE—Black pipe, ¼-in., $2.50; ⅜, $2.85; ½, $3.50; ¾, $4.65; 1, $6.60; 1¼, $9; 1½. $10.75; 2, $14.10; 2½, $24.40; 3, $31.50; 3½, $39.50; 4, $45; 4½, $52; 5, $58; 6, $75. Galvanized; ¼-in., $3.50; ⅜, $3.80; ½, $4.25; ¾, $5.75; 1, $8.50; 1¼, $11.50; 1½, $13.90; 2, $18.50; 2½, $30.50.

FITTINGS—Wrought couplings, 55; nipples, 70; classified malleable fittings, 25; malleable bushings, 50; malleable unions, 55 p.c.

GALVANIZED IRON — Apollo, 16-gauge, $4.15; 18 and 20, $4.40; 22 and 24, $4.65; 26, $4.65; 28 $4.50; 30-gauge or 10¾-oz., $5.20; Queen's Head, 20, $4.60; 24 and 26, $4.90; 28. $5.15.

TIN PLATES—I.C. charcoal, 20x28, full box, $9.50; ½ box, $5; IX full box, $11.50; ½ box, $6; IXX, full box, $13.50; ½ box. $7.

TERNE PLATES—I.C. plates, $9.

CANADA PLATES—Half polish, 6 and 7 inch, $3.25; 8 inch, $3.50; full polish, 6 and 7 inch, $4; 8 inch. $4.25.

LUBRICATING OILS—600 W. cylinders, 80c; Maple Leaf cylinder, $1 per

The Derry Oak

A neat low-priced Heater in four sizes.

11, 13, 15, 17.

THE CHEAPEST YET.

Nickel Plated Top Ring and Skirting. Handsome Urn, Dumping Grate and Ash Pan.

A LEADER FOR FALL TRADE.

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Revillon Brothers, Ltd.
Wholesale Hardware
EDMONTON, ALTA.

If you want the **whitest** Lead —the **finest** Lead — the Lead with the **longest life.**

ORDER

Stephens

House Painters' Perfect

Made with the finest English Carbonate Lead ground in our own Refined Linseed Oil.

All orders for this Brand shipped same day as received.

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Paint and Varnish Makers
WINNIPEG - CANADA

SUCCESSFUL ADVERTISING, HOW TO ACCOMPLISH IT. By J. Angus Macdonald.

Practical Work for Advertisers and Business Men. It expounds the whole philosophy of "PUSH AND PUBLICITY." It will show you HOW TO MAKE YOUR ADVERTISING PAY. The Five Divisions in the book are Ad Building, Retail Advertising All the Year Around, Special Features in Retail Advertising, Mail Order Advertising, Miscellaneous Advertising. Price $2.00, Postpaid.

MACLEAN PUBLISHING CO., - Technical Book Department, - 10 Front St. E., Toronto

If Your Furnace and Boiler Agency Covers the Pease Line

You will not only enjoy a Merry Christmas but a Happy and Prosperous New Year.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

gal.; 700 A. cylinder, 75c; Sterling cylinder, 55c; 600 A. cylinder, 50c; Capital cylinder, 59 and 54c; Solar red engine, 32c; Atlantic red engine, 29c, heavy castor, 29c; medium castor, 28c; Ruddy harvester, 30c; standard gas engine oil, 36c; Renown engine oil, 38c.

PETROLEUM AND GASOLINE—Silver Star, in bbls., per gal., 20c; Sunlight, 22c; case, $2.45; Eocene, gal., 24c; case, $2.60; Penniline, gal., 25c; Silver Light, 22c; Starlight, 20c; Sterling Light, 24c. Engine gasoline, gal., 24c; f.o.b. Winnipeg, cases, $2.60.

PAINTS AND OILS — White lead, pure, $6.50 to $7.50, according to brand; bladder putty, in bbls., 2½c; in kegs, 2¾c; turpentine, bbl. lots, 65c. Linseed oil, raw, 64c; boiled oil, 3c per gallon advance on these prices.

EDMONTON MARKETS.

Dec. 25.—Barb wire, $4 per 100 lbs.; plain twist wire, $4.25; brt. wire staples, $4.20; poultry netting, 50 p.c.

HORSESHOES—MRM., $5.15 base; C horse nails, in 25-lb. boxes, No. 4, $4.95 per box net. In less quantities than 25-lb. boxes add 1c per lb.

WIRE NAILS—$3.45 base.

SCREWS — Flat head, bright, 85; brass, 75; round head, bright, 75 and 10; brass, 70 p.c.

BOLTS—Carriage, 3-16 and ¼, 60 p.c.; 5-16 and ⅜, 4-inch and shorter, 55 p.c.; ⅜ (longer than 4-inch), 50 p.c.; 7-16 and up, 45 p.c.; machine, ⅜ and under, 55 p.c.; 7-16 and over, 45 p.c.; plow, 45 and 5 p.c.; stove, 70 p.c.

SHOVELS — First grade, $11.55; fourth grade, $7.60 per dozen.

HARVEST TOOLS—50-10 p.c.

BRUSH HOOKS—$9 per dozen.

LANTERNS—No. 2 cold blast, $7.75 per dozen.

FILES—Arcade or Eagle, 70-10-5 p.c.

SOLDER—23c per lb.

WRINGERS—Royal Can., $38 per doz.

CHURNS—45 p.c.

ROPE—Sisal, 11c per lb.; British manila, 12c; pure manila, 15c.

BUILDING PAPER—Plain, 62c per roll; tarred, 78c per roll.

LINSEED OIL—Boiled, 78c; raw, 75c per gal. in barrel lots.

AMMUNITION — Primers, $1.55 per M.; loaded shells, English and Canadian make, 12 gauge, black, soft, $19 per M.; 10, $23.65; 12, smokeless, chilled, English, $25; 10, $29; 12, Canadian, $24; 10 Canadian, $28; shot, drop, $7.50 per 100 lbs.; chilled, $7.90 buck, $8.30; 28 ball, $8.70; powder, F.F., Hamilton, $5.25 per keg.

WESTERN CANADA GOSSIP.

J. E. Birch & Son, hardware dealers, Swan Lake, Man., were burned out last week.

G. A. McEwen, of Rosthern, Sask., has taken a position with the firm of Dawson & McEwen, who recently bought the hardware business of W. W. Ruttan, Melfort.

W. R. Van Courtland, an old-time resident of Calgary, died suddenly on Dec. 16. He was a former employe of the Calgary Hardware Co. and was born in Ottawa. He was also engaged in railway and survey work during his lifetime.

Trade Announcements

Catalogues, booklets and other printed matter issued by manufacturers, jobbers, etc., for distribution to the retail trade will be reviewed in this department. Senders of catalogues, etc., for review should draw attention to new lines and retailers, when sending for samples, etc., should mention this paper to show that they are in the trade.

Paroid Roofing.—A set of blotters showing buildings covered by Paroid Roofing are being supplied retailers by F. W. Bird & Son, Hamilton. They ought to be useful in supplying to customers.

Westinghouse Diary.—The Canadian Westinghouse Company, Hamilton, are supplying their customers and hardwaremen who handle electrical supplies with a very useful diary for 1909 with leather cover. Calendars for 1909 and 1910 are included together with three maps of Canada and a mass of information about motors, lamps, etc. When sending for one mention Hardware and Metal.

Disston Street Displays.—A folding picture post card in colors has been issued by Henry Disston & Sons, Philadelphia, picturing six floats recently made of saws and files in an industrial parade. Copies will be useful to any hardwaremen intending to make similar displays.

Enterprise Choppers.—A large post card is being sent retailers announcing the advertising helps given the trade by the Enterprise Mfg. Co., of Pennsylvania. Food and meat choppers are pictured and sizes and descriptions given.

Holiday Reminder.—A very neat Christmas card is being sent the trade by H. S. Howland, Sons & Co., Toronto. Two trite paragraphs are: "It ought to be Christmas every day with us, as far as good-will is concerned. We believe in the brotherhood of trade and consider your interests at all times on a par with our own."

NEW MANUFACTURERS' AGENCY.

A partnership has been formed between R. B. Coulson and Thos. Blaikie, who intend embarking in the manufacturers' agency business in Montreal. Both up to the present time have been on the traveling staff of the Dominion Wire Mfg. Co., Montreal. Mr. Coulson has for many years been connected with this company and has in his long traveling experience covered the principal cities in Ontario, Quebec and Lower Provinces. More recently he has given his attention particularly to west of Toronto, while his partner, Mr. Blaikie, has looked after the territory east of Toronto, and Province of Quebec. Previous to Mr. Blaikie's road experience he had for many years called on the Montreal wholesale hardware trade.

The new firm have secured offices and warehouse in Montreal conveniently situated to the wholesale district. Mr. Coulson will attend to the traveling, while Mr. Blaikie will look after the city interests and office. Both are well posted in the hardware business and known to be hard workers and with their respective connections bid fair to make a strong combination.

KEEPING IN TOUCH.

One of the essentials of success in running a store, wholesale or retail, is keeping in touch with the merchandise.

To be in touch with one's trade, important as it is, is but half. To be in touch with the goods is equally necessary.

Therefore, the wholesaler who plays his part in the modern way sends his buyers into every country and every district where the wares he handles are produced.

They are required to go to the factories where goods are made, to acquaint themselves with processes of production, to know the goods from the raw material to the finished article.

No matter where else he may economize the wholesaler must at all costs keep in touch with the sources where new goods and fresh styles originate.

If he fails in this regard, no effort in other ways will avail to keep him from falling behind in the race.

And every year, to an ever increasing degree, retailers are finding that the store which keeps in touch with the merchandise is getting the cream of the trade.

Only a little handful of big stores in large cities are able to send their representatives to original markets. Yet the retailer in smaller places also must find a way to keep in touch or his share will grow less from year to year.

He must keep in advance of his trade, anticipating their demands. Must learn of new goods while they are new. Shifting fashions must not find him unprepared, with shelves loaded with goods which have gone out of favor. He must lead, not follow.

He cannot live in the same narrow groove all the time, doing the same old thing in the same old way, and not grow into a narrower man.

It pays the retailer, too, to keep in touch.

And the only way to keep in touch with the goods is to go to market at least several times a year.

Drummers and satalogues both are good as far as they go, and both are indispensable to keep one in touch between trips to market. But both fall short in that they do not show the actual goods.—Butler Brothers' Drummer.

T. S. Simms, brush manufacturer, one of the best known citizens of St. John, died suddenly on Dec. 18, of heart disease, aged 63 years. Mr. Simms was an American war veteran, and had in St. John, a well-equipped brush factory, carrying its business all over the Dominion. He was most active in the Laymen's Missionary movements, inter-denominational Sunday school work, and Baptist Foreign Missions and only a year ago made a world trip, visiting the missions in India and Ceylon.

Sheet Metal Building Materials

Cornices, Skylights, Ventilators
Finials
Corrugated Iron, straight or curved
Metallic Shingles, Siding, Ceiling and Lath
Fireproof Windows, Shutters and Doors
Pressed Zinc Ornaments

WRITE FOR CATALOGUE and QUOTATIONS
RELIABLE GOODS ONLY—NO CHEAP TRASH

The Metallic Roofing Co., Ltd.
Manufacturers
TORONTO WINNIPEG

ROSS BROS.
LIMITED
WHOLESALE HARDWARE

Your customers want

Baling Wire

We have a large stock and solicit your orders.

EDMONTON, ALBERTA

When writing advertisers kindly mention having seen the advertisement in this paper.

STRICTLY PURE SCREW PRESSED RAW LINSEED OIL
MADE BY THE SHERWIN-WILLIAMS CO. PAINT & VARNISH MAKERS MONTREAL

Why It Will Pay Every Dealer To Handle Sherwin-Williams Screw Press Linseed Oil

Sherwin-Williams Screw Press Oil gives better satisfaction to the user than the ordinary commercial linseed oil. This is due to the great care we take in its manufacture, which is not possible on the part of manufacturers whose first consideration is to secure a large output in order to meet the close market price on oil.

Sherwin-Williams Linseed Oil is easy to sell. The great majority of people are familiar with the high standing of The Sherwin-Williams Co. as paint and varnish makers, so that when you tell your customers that the oil you sell is made by The Sherwin-Williams Co. they at once feel that it is good oil.

We are in position to furnish you, free of cost, with enclosing slips, newspaper electrotypes and other advertising.

Write us today for full particulars.

THE SHERWIN-WILLIAMS CO.
LARGEST PAINT AND VARNISH MAKERS IN THE WORLD.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto, and Winnipeg, Man.

494

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the Condensed Ad. columns of Hardware and Metal and ***Tell Us If You Don't Get What You Want.***

GLASS OF EVERY DESCRIPTION

And for every purpose - large and well equipped **ART GLASS PLANT.**

GLAZIER'S SUPPLIES—Diamond Point Drivers, Points, etc.

THE
Winnipeg Paint & Glass Co., Ltd.
CALGARY - WINNIPEG

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal Are Requested to Make Use of This Department—Questions Regarding Patterns Will Be Answered By Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

PATTERN FOR SPONGE BATH.

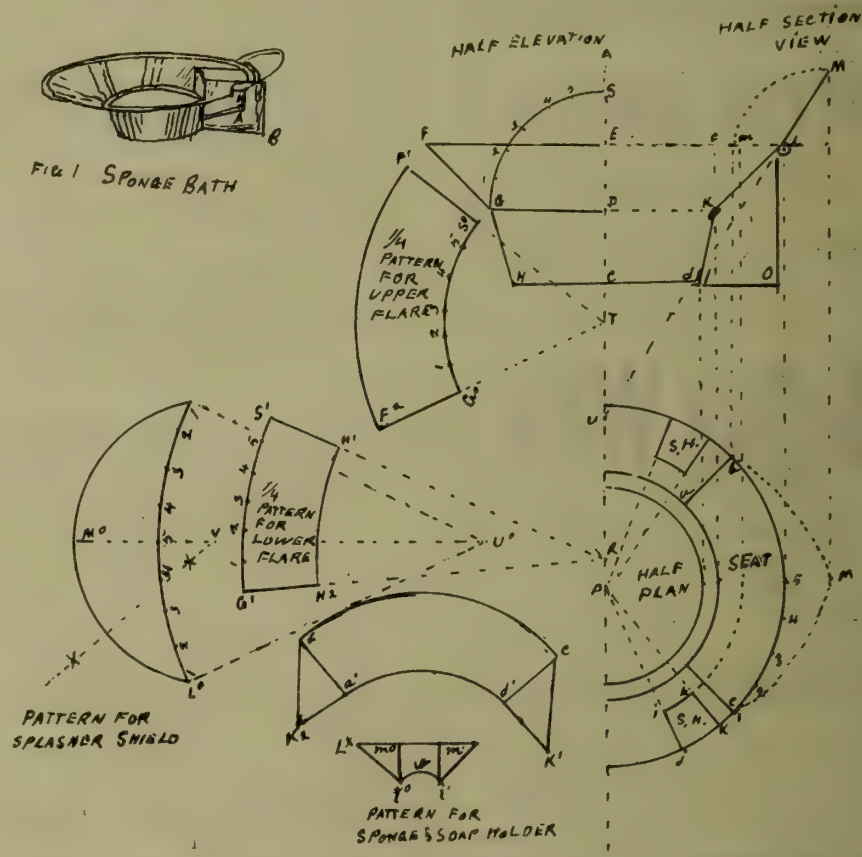
To describe a pattern for a sponge bath, with seat sponge-holder and foot braces Fig. 1 shows a perspective view of complete article. Fig. 2 shows a half elevation, also a half sectional view, as well as the various patterns. Whatever size bath is required, draw the details and patterns by first drawing the centre line A B upon which place the different heights of the different flares as shown by C D E. On either side of the centre line A B from the point C D E place the semi-diameter of the bath, as shown by H J G K F L. Then E F H C shows the half-elevation, and E L J C shows the half sectional view, with wire edge at L and edges at K and J for soldering purposes. L M shows the flare of the splash shield, which goes only a part way around the bath, as indicated in the plan by b Mc. By N O L is shown a section of the foot brace which can be made from the band iron. One-half the plan of bath is shown below the sectional view, the semi-circles being struck from the centre P, which represent the projections of the various flares as indicated by the various dotted lines.

By a b c d in plan is shown the seat, shown in sectional view by e L K. By h i j k in plan is shown sponge-holder, and the similar figure on opposite side or S H shows soap-holder. Both are shown in the sectional view by m l L.

The pattern for bottom of bath is simply a circle, whose radius is equal to C H in elevation. For the pattern for the lower flare G H extend this line until it meets the centre line A B at R. With R as centre and R H and R G as radii, draw the arcs H1 H2 and S1 G1. Draw any radial line intersecting the inner arc at H1. Now with D in the half-elevation as centre, and D G as radius, draw the quarter circles G S, which space into equal parts as shown from 1-5, and transfer these spaces to the outer arc S1 G1, as shown, and draw the radial line from G1 to R, cutting the inner arc at H2. Then S1 H1 H2 G1 is the one-quarter pattern of the lower flare. The pattern for the upper flare is obtained in a similar manner. F G is extended until it meets the centre line at T. Then using T as centre and T G and T F as radii, strike the arcs S0 G0 and F1 F2. On the inner arc S0 G0 the girth of the quarter circle G S is placed. Radial lines are now drawn from T through S0 G0, extending them until they intersect the outer arc at F1 and F2. This completes one-quarter pattern of the upper flare.

For the pattern of splasher shield extend M L in the sectional view until it intersects the centre line A B at U. Then with radius equal to U L and U0 as centre, describe the arc L1 L2, as the shield only continues as far as from b to c in plan, obtain the girth of one-half of b c or from 1 to 5, and place it as shown from 1—5—1 on the arc L1 L2. Take the height of the plan L M in the section view, and place it on the line U0 5, extended as shown, from 5 to M0. With M0 and L2 as centres and with radius more than one-half this distance, describe arcs intersecting each other at r and t. Draw a line through r and t until it cuts the line U0 5 at V. With V as centre and V M0 or V L2 as radius, draw the arc L2 M0 L1, which completes the pattern for the splasher shield. Take a tracing of the seat a b c d in plan and place it as shown by a1 b1 c1 d1 and the heads K and K2, which are reproductions of L e K in the sectional view, and a square bend is made along b1 a1 and e1 d1, then if desired the front of seat, shown by e K in sectional view is soldered in position, whose width will equal e K and length equal to the girth of a1 d1 in the pattern for seat.

The pattern for the soap and sponge-holder is obtained by taking a tracing of m l L in sectional view, and placing it as shown by m1 l1 L0. Reverse this in the opposite position, as shown by m0 l0 L1, making m0 l0 parallel to m1 l1, and the distance between equal to h i of plan. This leaves the top of holder open when formed up as shown at a (Fig. 1). To allow the drip to run off a curve is cut in Fig. 4, as shown at W. Edges must be allowed.—W. M. M.



Pattern for Sponge Bath.

QUALIFICATIONS FOR SALESMANSHIP.

The prime qualifications of salesmanship are truthfulness, tactfulness, tireless energy and thoughtfulness. Truthfulness is absolutely necessary, while tactfulness is an accomplishment which can be increased by cultivation and attention, and is most valuable in approaching customers. Hard work is the only road to success in any calling in life and all any reasonable firm asks from their travelers is good, straight, hard work during reasonable working hours. Thoughtfulness is the most important of all for it is at the foundation. Salesmen who live up to these qualifications, with character, intelligence, ambition, loyalty and interest in their work, will be successful during the coming year.

MOSSBERG CO.'S NEW LINE.

The Auto Cle automobile wrench, formerly manufactured by the Quincy, Manchester, Sargent Co., is now made by the Frank Mossberg Co., and in future distribution of the Auto Cle and Titus Cle wrenches will be made from the Frank Mossberg Company's office and factory at Attleboro, Mass.

MACHINERY STEEL

SMOOTH AND IRON FINISH

All sizes in stock ¼" to 6"

A. C. LESLIE & CO., LIMITED

MONTREAL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

IVER JOHNSON

SAFETY AUTOMATIC REVOLVER

Different from every other revolver, and infinitely superior to near-safe imitations, because the feature that makes it possible to

Hammer the Hammer

in perfect safety, is not a mere device added to the revolver, but is itself a part of the firing mechanism. No buttons to press, no catches to set, no levers to pull. The hammer of an Iver Johnson Automatic Safety Revolver *never* touches the firing pin, and the firing pin *never* touches the cartridge until the trigger is pulled. You can "hammer the hammer," drop it, kick it, pound it, but until you pull the trigger, there's "nothing doing."

ACCIDENTAL DISCHARGE IMPOSSIBLE

ADVERTISED in all the leading Magazines and Sportsmens' periodicals. Our advertising creates the demand. But we never sell direct where the dealer can supply.

These are not premium goods. The owl's head on the grip and our name on the barrel guarantee them.

Send for Dealer's Catalogue or order from your jobber.

IVER JOHNSON'S ARMS & CYCLE WORKS, 330 River Street, Fitchburg, Mass.

Pacific Coast Branch; Phil. B. Bekeart Co., San Francisco, Cal.

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

THE "JAXON" LAMP BRACKET

Patented, July 26, 1898

The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflecter.

Reflector is movable, permitting light to be thrown in various directions. The safe lamp fount is held secure by the spring of the wire. Finished in bright lustre.

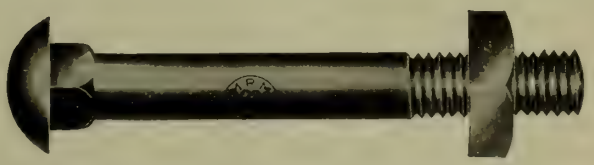
JAXON BRACKETS and bright tin reflectors, without founts, burners or chimneys, 65c. per dozen, retail.

JAXON BRACKETS and reflectors, with founts, $1.20 per dozen.

This lamp takes a "B" burner and chimney.

Founts shipped six dozen in package. No charge for packages.

E. T. WRIGHT & CO. - HAMILTON



Bolts and Nuts

The storekeeper who has a well assorted stock and can fill orders quickly is the one who will get the trade.

Does your stock-taking indicate that you need to replenish your line of Bolts and Nuts? If so, better order now, and be in good shape to handle the business.

We have good stocks of all sizes of Bolts and Nuts, and can make any special Bolt to sample.

When ordering, specify "M.R.M."

The Montreal Rolling Mills Co.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

Siemon Bros. have moved into their new factory at Wiarton, where flooring is made.

Selkirk, Man., will have an important new industry in the shape of a match factory.

It is said the C.P.R. may erect shops at Smith's Falls and will employ several hundred men.

The Perrin Plow & Stove Co., of Smith's Falls, Ont., have erected a large warehouse in Saskatoon.

The Crossen Car Works, Cobourg, has received a contract to build 400 freight cars for the C.N.R.

The North American Bent Chair Factory, which is Owen Sound's largest industry, will erect a four-storey addition.

The Copp, Clark Co., publishers and stationers, have bought a new site in Toronto and will erect a new warehouse and bindery.

The Otis-Fensom Elevator Company, whose headquarters are at Yonkers, N.Y., and who have a branch in Hamilton, may build a large moulding shop in Toronto.

The Ontario Corrugated Metal Culvert Co., which has its headquarters in Winnipeg, has established a branch in Ontario and have leased the old linseed mill in Guelph, formerly occupied by the Fielding Chemical Co.

The Hydraulic Supply Manufacturing Co., which was awarded the city contract for steel pipes in Victoria, have established a factory and will continue the business of iron founders and steel pipe makers permanently.

General Manager Sperling of the British Columbia Electric Railway Company, has issued an order to the New Westminster shops covering the car-building operations of the company for the coming season. The approximate value of the work contemplated is $200,000, being just double the ordinary amount of work turned out in each of the last few seasons.

The National Manufacturing Company, whose foundry at Pembroke was completely wiped out by the recent fire, will locate in Brockville. A deal has been ratified by the shareholders by which President D. B. Cossitt has sold out his controlling interest to the Pembroke concern, which will increase the number of employes by between 100 and 150. The sale will make a difference to the town in wages annually of about $50,000.

Municipal Undertakings.

Barrie's sewerage plans have been approved by the Provincial Board of Health.

The ratepayers of Galt will vote on January 4 on a by-law to issue $10,000 4½ per cent. 15-year debentures, issued for street improvement purposes.

The ratepayers of Fergus, Ont., will vote on January 4 on a by-law to issue $12,000 concrete pavement debentures.

The ratepayers of Stratford will vote on January 4 on a by-law to expend $15,000 on parks and lake improvement.

The Provincial Board of Health has deferred action with respect to the proposed waterworks at Weston and Markdale.

The ratepayers of Windsor will vote on January 4 on a by-law to issue $9,000 5 per cent. 20-year public park debentures.

A by-law to raise $40,000 for the construction of septic tanks will be submitted to the ratepayers of St. Thomas in January.

On January 4 a by-law to expend $7,000 on sewer extensions will be submitted to the ratepayers of Niagara Falls, Ont.

Tenders will be called in the near future for the construction of the Winnipeg Power Co.'s electrical power works at Point du Bois.

The ratepayers of Barrie will vote on January 4 on a by-law to issue $12,000 4½ per cent. 20-year debentures for electric light purposes.

The City Engineer of Toronto has been authorized by the Board of Control to purchase 281 water meters, at a cost of $10,995.60.

The ratepayers of Sarnia will vote on January 4 on a by-law to issue $5,500 5 per cent. 10-year town hall debentures. J. D. Stewart, town clerk.

Sudbury ratepayers have approved a by-law to issue $19,200 twenty-year electric light and waterworks debentures. S. Fournier is town clerk.

At a meeting of Ottawa City Council it was decided to submit a by-law to the property owners in January to raise $60,000 for public playgrounds.

A by-law has been passed by the Pembroke ratepayers authorizing the expenditure of $10,000 for electric pumps for the waterworks pump house.

A by-law will be submitted to the ratepayers of Stratford at the municipal elections in January to issue $25 000 4½ per cent. 30-year sewerage debentures.

The Provincial Board of Health have approved of the plan for waterworks at Pembroke providing the intake pipe extends for 5,000 feet into the Ottawa River.

The ratepayers of Toronto will vote on January 4 on a by-law to issue $215,000 4 per cent. 40-year debentures for the extension of Wilton Avenue across the Don River.

A by-law will be submitted to Hamilton ratepayers on January 4 to issue $300,000 4 per cent. 20-year debentures for permanent roadways, also $65,000 4 per cent. 20-year sewer debentures.

General Building Notes.

Lewis & Sills, Vancouver, are erecting a $6,000 warehouse.

S. Gintzburger, Vancouver, is erecting a brick store to cost $9 000.

The Grand Trunk Pacific are building a fine new depot at Watrous, Sask.

A $500,000 apartment house will be built in Toronto on University Avenue.

The building permits in Aylmer, Ont., for the past year amounted to $60,000.

The East Methodist Church, Saskatoon, will build a new Sunday school room.

Mrs. J. W. Munro will rebuild her business block in Pembroke, which was recently destroyed by fire.

The Canadian General Electric Company, of Peterboro, will erect a $70,000 building next spring in Vancouver.

The corner stone for the new building of the Household Science Department of Toronto University has been laid.

Contracts have been awarded for a three-storey and office building, to be erected in London for the London Loan Company.

C. H. Prest, Kelliher, Sask., will at once rebuild his hardware store, which was recently destroyed by fire. The new building will be of concrete blocks, with metal roof.

The past year has been the greatest building one in the history of Fort William, the total amount represented by new buildings being $1,500,000. Some of the more important items were: Elevator, $500 000; school and addition to schools, $105,845; one church and church alterations, $85,000; hospital, $75,000; business blocks, $327,000; brick veneer dwellings, $121,700; frame dwellings, $109,600.

Public Buildings.

The new post office at Medicine Hat is about completed.

Montreal will erect a $200,000 building as recorder's court and police headquarters.

Contracts have been awarded for the new Carnegie library to be erected at Mitchell.

The ratepayers of Haileybury will vote on January 4 on a by-law to issue $5,000 five per cent. 10-year fire hall debentures.

The Ontario Cabinet has under consideration extensions to the Parliament buildings. It is proposed to erect a new fire-proof library, and also a delegation hall.

At the municipal elections in London the citizens will vote on a by-law to raise $5,000 for the erection of a tuberculosis hospital.

Dundas is building a new High school.

Brantford ratepayers will vote on a by-law to raise $100,000 to erect a new Collegiate Institute.

Andrew Carnegie has made an offer to erect a library building at Preston providing the town will supply a suitable site and guarantee its maintenance. In all probability a $10,000 building will be erected.

News of the Paint Trade

WORKING UP SPRING TRADE.

Prospects for the spring paint trade can be worked up now by several different methods. If a dealer keeps a list of consumers who have talked of painting this fall, yet delayed doing so, a majority of these will probably have the work done next spring, and he has the advantage over his competitors of knowing this. Then, personal talks with these consumers later, but before the painting season opens, ought eventually to result in sales, says an exchange, because, many times, all they need is just such urging.

It always pays to keep on friendly terms with local painters. They are more likely to become acquainted with the fact that certain people intend painting their house, barn, store or other building, of which the retailer has no knowledge, and, by courteous treatment, are willing to so inform him. In this manner he can increase his circular mailing list and induce inquiries which lead to sales. Several dealers have tried, with success, the plan of allowing painters a commission on all sales which resulted through their efforts and considerable more business was realized so that the profits were nearly double what they otherwise would have been.

Suitable paint displays, arranged in a part of the store so that they cannot escape notice, often create sufficient interest among consumers to bring no small amount of trade there, and though winter may be considered a dull season for this commodity, sales are often "cinched" by paying a little attention to the department.

Floorglaze Enamel

We say it is the best solid color floor finish made. We can prove it and so can you, in the easiest and most profitable way possible. Stock a sample order, and see how it brings the customer back for more and do not forget the satisfied customer has lots of friends. Ten shades. Write for color card and prices.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA

Stocks at

VANCOUVER, B.C. IMPERIAL VARNISH & COLOR CO. Ltd. 542 Beatty St.

WINNIPEG, MAN., c/o MASON & HICKEY, 108 Princess St.

THE MAN ON TOP.

It is the desire of every dealer in every community to be the leader. He understands when he is the leader he will have the largest trade and therefore be making the most money. There are, says the Paint, Oil and Drug Review, too many reputable paints almost upon a par with each other as regards quality for the dealer to believe that he is going to be the leader because he carries the best paint. A dealer who has a competitor handling a reputable paint and which is proving highly satisfactory right in the vicinity, can never expect to surpass this rival by making his strongest appeal quality, or spending his time and money claiming he has the best paint. In a case where both paints are proving highly satisfactory the paint name had better be left out in the race for supremacy, because it is then not a case of paint versus paint, but that of dealer against dealer. The arguments now are store, conditions of store, publicity, treatment and personality of the proprietor. It is a race of window displays, neatness, circulars, letters, newspaper copy and treatment of customers. The one that excels in these things or the most of them, is bound to be the leader.

The man that excels is the one who goes his rival one better. Who strives to have a more attractive color on his store front and paints that part more often. If his rival washes his windows once every two weeks he washes his every week. If his Xmas window is decorated but half way with holly he trims his completely. If his competitor sweeps his sidewalk only when it needs it, the contender goes through the operation every morning. If one greets his customers with a bow of the head, the other makes use of a bow and a smile. These are a few of the points in the game of "one better," which invariably has a winner or the leader. The secret of the success is watch your rival. Improve on every origination he originates, for by doing so you excel in the minds of the people as the most courteous, up to date, enterprising, neat and flourishing. In other words, you are all he is and some more.

Greater popularity and a better known name are also valuable assets for leadership. The first attained, quite often leads to the other, so try to be popular. One of the best ways to become popular is to do something for the people to make them feel friendly inclined. You are doing something when you have prize contests, etc. They incite merely good feeling. Still, if the stores were a toss-up the good feeling would certainly help, as the customer who was in a quandary as to which paint to use would naturally patronize the dealer who had done something for him, or whom he liked for having done something for somebody else.

VALUABLE COMMERCIAL MAP.

A valuable map of Western Canada has been issued by the Stovel Company, Winnipeg. It is 25 x 80 inches in size and on it are mapped out all the railways traversing Western Canada from Port Arthur to Edmonton and Calgary, with the name of every station in its proper position. With the exception of the railway lines in colors and the names of the stations printed plainly in black letters, the whole map is a blank. In this way the commercial routes of the West are most clearly displayed.

Each of the railways, Canadian Pacific, Canadian Northern, Grand Trunk Pacific and Great Northern, is indicated in a different color. In addition to the map itself, there is a complete index of all stations. After each name a sign indicates presence of express offices, post offices, telegraph stations and freight stations.

The value of this map to Eastern business men doing business in the West is very great, and no business house should be without a copy.

Paint and Oil Markets

MONTREAL.

December 24.—A cheery feeling pervades paint and oil circles, and it is a matter of no little gratification that general business on the whole is satisfactory. This good trade may be explained from the fact that fall orders were not heavy and hardwaremen are forced to order colors, stains and varnishes from week to week.

TURPENTINE—The low price of turpentine for this time of the year has evidently encouraged buying, as fair orders are going through. There seems a disposition to stock up in case turpentine should make a sudden jump. We continue to quote 56c for single barrels.

LINSEED OIL—Although the crushers have not been able to come together in regard to prices, it is thought that some arrangement will eventually be made which will place linseed oil upon a strong basis. In the meantime, however, the following quotations are still generally in force: Raw, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c; boiled, 1 to 4 barrels, 58c; 5 to 9 barrels, 57c.

GROUND WHITE LEAD—Ground white lead shipments have been quiet, and stocks are accumulating. There will probably not be much drain on them until the turn of the year. We continue to quote: Strictly pure, $5.50 to $6, according to brand; and No. 1, $5 to $5.50 f.o.b., Montreal.

RED LEAD—Red lead is quiet and without feature. We continue to quote: Genuine red lead, in casks, $4.50; in 100-lb. kegs, $5; in less quantities, at $6 per 100 lbs.; No. 1 red lead, casks, $4, kegs, $4.50, and smaller quantities $5.50.

COLORS—There has been a brisk trade in all classes of colors for indoor work. Liquid paints have been in moderate request, but fancy lines such as enamels, stains, bronze powders and gold leaf are being shipped in good quantity.

VARNISHES—Some of the carriage factories are starting in vigorously upon their spring work, and the sales of varnish show stimulation. There has been a better inquiry for hard oil finish and the cheaper classes of quick drying house varnish.

WHITE ZINC—White zinc is as quiet as white lead and shipments are extremely light. We quote: Dry V.M. Red Seal, 7½c; Red Seal, 7c; French V.M., 6c; Lehigh, 5c; White zinc ground in oil, pure, 8½c; No. 1, 7c; No.2, 5½c.

PUTTY—A good demand is maintained for putty, and shipments are of most satisfactory bulk. We continue to quote: Standard putty, 800-lb. casks, $1.65; in 100-lb. drums, $1.90; bladder putty, 400 lbs., in barrels, $1.90; in 100-lb. cases, $2.05; in 25-lb. drums, $2; 25-lb. tins, $2.05; 12½-lb. tins, $2.25 f.o.b. Montreal.

TORONTO.

December 24.—The holiday season is never marked by any too lively trade in paint, varnish and color line. The business during the past week has been normal and the prospects of a gratifying amount in January are promising. On the whole there has been a good trade this fall in paints, glass, colors, stains and putty, and jobbers are not complaining. The turnover will not, on the whole, be as large as last year but the confidence which all express in the future atones for any falling off during the past twelve months. There are no changes in prices to record and the market is pretty much in the state of "as you were."

TURPENTINE—The market is quiet and there are no changes from last week. The figures still are 57c in one barrel lots, and 56c in two to four barrel. Notwithstanding the low rate very few orders have been placed during the past few days, but jobbers say the trade is too busy with Christmas thoughts in other lines to give heed to turpentine orders.

LINSEED OIL—The radical reduction in price last week remains unchanged. Very few orders are reported and it is impossible to tell what the next move will be on the part of the local handlers. The Montreal quotations have been met and there the matter rests at present. The Toronto people are determined to hold the trade of this city and Western Ontario. Oil is now selling at the same price in Toronto as in Montreal. The quotations are 55c raw in one to four barrel lots, and 58c boiled.

GROUND WHITE LEAD—The market is still firm and several orders ranging from ten to twenty ton lots are being placed for spring delivery. New price lists are likely to be issued in January. We continue to quote: Pure, $6; No. 1, $5.65; genuine red lead, $4.50 in cask lots.

STAINS AND VARNISHES—There are no changes in prices, which have remained stationary for some time now. The Christmas trade has been fairly satisfactory as considerable decorative work was done in many homes in preparation for the glad holiday season. Stains, enamels and liquid paints have sold very well and the prospects for a big business after the Yuletide period are encouraging.

GLASS AND PUTTY—The trade in glass is slack, after a very satisfactory fall business. Quotations remain the same, with thirty off and fifty on broken boxes. Putty is firm and there are no alterations in prices to record. The figures still remain at: Pure bulk, in casks, $1.80 to $1.90; ordinary, $1.60 to $1.70; pure, in 100-lb. drums, $2.15 to $2.25; ordinary, $1.90 to $2; bladders in barrels, pure, $2.10 to $2.20; ordinary, $1.85 to $1.90.

PETROLEUM—Business is steady and a good trade is being done, as is always the case at this time of the year when much oil is burned in view of the long evenings and the late hours of sunrise. The quotations stand at the following figures: Prime white oil, 13½c; water white, 15½c; Pratt's astral, 17½c per gallon.

TESTS FOR OCHRES AND SIENNAS

The only real test of the value of an ochre is its power to stain whites, says an exchange, and there is no surer method of appraising its quality than by seeing how deep a yellow tone half an ounce will impart to a pound of white lead, and comparing the result with that obtained by a well known and reputable

Not a Minute Too Early

to give serious thought to taking up the "ENGLISH" LIQUID PAINT Agency, for next Spring.

The dealer in your town who has a stock of these well-known, well-advertised and well-liked Paints, will get the trade.

Our Advertising Department, our Co-operative Business Methods, our Best Prices and a complete line of

"English" Liquid Paints

are at your service.

Let us talk business with you.

Address,

BRANDRAM-HENDERSON, LIMITED

Montreal Halifax
St. John Winnipeg

A LINE THAT WILL BRING YOU PERMANENT BUSINESS

MURESCO

THE WORLD'S BEST WALL FINISH

These Letters speak volumes—read them :

Winnipeg, Man., Sept. 26th, '08.
Messrs. Benjamin Moore & Co.,
Toronto Junction.
Dear Sirs :

Replying to your letter of the 9th, we have much pleasure in stating that we have used your Muresco for upwards of two years and find it satisfactory in every respect. One coat on new plaster is more satisfactory than two coats of any other kalsomine we have used, and our experience extends over a period of twenty years. We have just finished all interior decorations of New St. Boniface Cathedral, and have discarded all other kalsomine in favor of Muresco.

Yours very truly,
WILSON & LABELLE.
195 Water St.

Almonte, Nov. 11th, '06.
Messrs. Benjamin Moore & Co. Ltd.,
Toronto Jct., Ont.

Gentlemen :

I take the liberty of recommending your wall preparation called "Muresco." It is the finest preparation I ever applied to a wall. It spreads easily, free from laps and dries out clearly. I have put it to the utmost test with the finest satisfaction. It has done for me what all others have failed to do, and I thank you for recommending "Muresco" to me.

Yours truly,
E. W. FLUNDER,
Painter and Decorator.

Muresco is, beyond all question, the finest article on the market for decorating large buildings as well as small. It takes 30% more water than any other preparation, and covers more wall surface, pound for pound, than kalsomine or any similar article. It will not rub off, crack or peel. One coat is sufficient, in most cases, to give entirely satisfactory results. Its cost is much less than good wall paper, while it is a much more satisfactory wall covering than any paper.

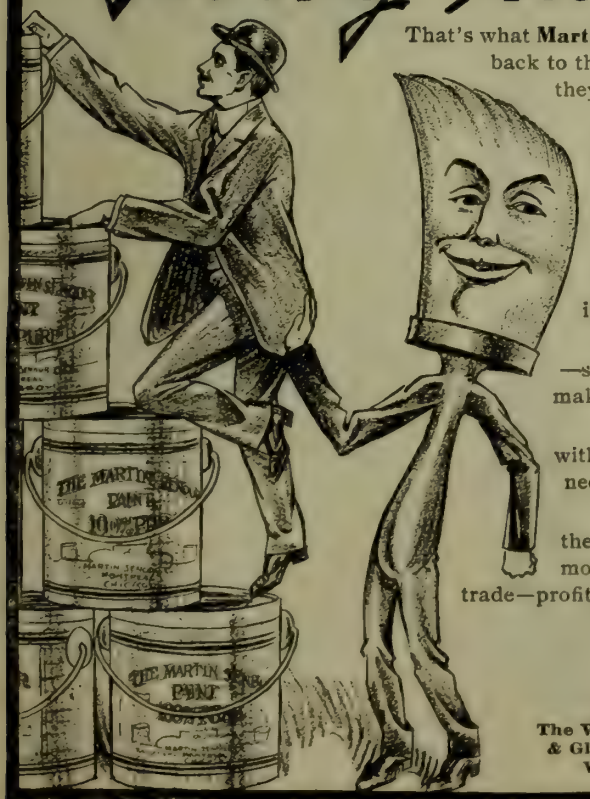
BETTER WRITE US TO-DAY FOR COLOR CARDS AND PRICES.

BENJAMIN MOORE & CO., LIMITED

Manufacturers of Paints, Colors and Varnishes

West Toronto, Canada — **New York, Chicago, Cleveland, U.S.A.**

Giving the Dealer a Boost



That's what **Martin-Senour** Paint is doing. People are so **pleased** with it, that they come back to the dealer for **more** and incidentally for **other** goods. And why shouldn't they be pleased with Martin-Senour Paint?

It is the most durable—best looking—and most **economical paint** on the market. Don't you want to sell paint like that? Paint that pleases the buyer and attracts the passers-by? Of course, you do. Well then,

Martin-Senour Paint 100 Percent Pure

is the paint for you to sell.

It's pure—that's why it's the best. Test it any way you like—for purity—spreading qualities—wearing qualities and everything else that goes toward making the best paint.

Martin-Senour Paint satisfies every time. The man who paints his house with Martin-Senour Paint this year will come back for more the next time he needs paint. And every time he gets a chance he'll **boost** Martin-Senour Paint.

Mr. Dealer, are you selling all the paint that you ought to? If you're not, there must be a reason. You're not handling the paint that pleases best and most! Try Martin-Senour Paint and you'll increase your paint trade—regular trade—profits, because it **satisfies.** Write for our "Business Boosting Plan," terms, etc.

The MARTIN-SENOUR CO., Ltd.,

Pioneers of Pure Paints

Montreal
The Winnipeg Paint & Glass Co., Ltd., Winnipeg

Chicago
The Maritime Paint & Varnish Co., Ltd., Halifax, N. S.

sample. Many of the best class ochres are sold under fancy names, such as Mander's yellow and golden yellow, each being probably carefully prepared in some special manner to retain the brightest yellow possible. Ochre is safe and reliable with all other pigments and is quite permanent.

Raw sienna is actually a superlative ochre of greater transparency than usual. It is Italian in its origin, and is supposed to be obtained at its name-place; but at the present time any transparent yellow ochre is listed as a sienna. The same test as for ochre, with an additional trial upon glass of its transparency, is the only guide the buyer needs in order to distinguish the good from the bad. True sienna has less earthy matter than ochre, and is consequently harder and freer from gritty matter than the latter. This hardness leads to careless and insufficient grinding, which materially lessens its power of coloring.

Siennas and umbers are most useful for graining and wood-staining, but are also invaluable for the making of tints and shades. There is no better color than burnt sienna to assist in the making of fawns, coffee colors, rich browns and rich golden greens or olive and citron tones. Mixed with blues it produces a fine range of ceiling tints, and used with Prussian blue as a stain it gives good, woody green tones. One would despair of painting a horse-chestnut or a chestnut horse without its aid.

QUALITIES FOR ENAMEL VARNISH

The requirements for an enamel varnish paint which is to be exposed to the weather are many. In the first place, it must dry with comparative rapidity, show a hard surface, but be elastic enough to contract or expand with changing temperatures, without cracking. Besides this, the surface must be smooth and glossy, without flaws. To meet these requirements attention must first of all be directed to the binding agent employed, that is the varnish. Enamel varnish paints for outdoor use dry somewhat more slowly than those intended for interior painting, since a more oily varnish is used. It is necessary in both cases to strike exactly the right composition, for if the binding agent is too oily, the coat of paint will dry very slowly, and always remain soft. The other extreme will make the paint dry quickly, but it will crack and separate from the surface to which it is applied.

TIME FOR SPECIALTIES.

Right now there are excellent opportunities for the dealer to sell his interior specialties. With the housewife spending her time indoors she will naturally be quite observant of the conditions prevailing there, and because of her cleaning up characteristics will be quite favorable to brightening up this and that if she is reminded that the facilities can be quickly handed her. The wise housewife generally prepares for her winter comfort in October or November, but there are many who do not appreciate the conditions until put closely up against them. With the housewife so thoroughly aware of the aspect of the furniture, the floors, window sills, sinks, bathtub, flower boxes, refrigerator, pantry shelves, etc., the dealer's offer of assistance stands a good chance of being accepted.—Paint, Oil and Drug Review.

CHANCES TO EXTEND TRADE.

Every paint dealer carries the paint specialties. By a little pushing of these specialties he has met with large sales and larger profits. Nearly every paint dealer also carries glass. But does he carry, says the Paint, Oil and Drug Review, the glass specialties, or, in other words, is he realizing profits from the specialty end of the glass business like he is from the paint specialty end? Two glass specialties are figured glass and wire glass. Probably the disinterest in these two features, by those who do not carry them, is a result of the dealer not having had requests for them. If he will consider the time when he instituted the paint specialties he will probably remember there were no requests for them. They were forced upon him by an energetic salesmen or placed upon consignment. He now blesses the day that he agreed to take them. Identical the cases of figured and wire glass. The demand must be aroused for them. The fact that the business men in a dealer's town are not using these glasses merely reveals that they do not know. When these attractive and necessary features are explained to them or even shown them they will be ready buyers. It is no expense for a dealer to have in hand samples and distribute circulars throughout the town which explain the features of these two necessities.

We have the paint specialties, also the glass specialties, now how about the oil specialties? Greases and dressing come under the head of oils. A man with the word oil on his sign has just as much right to carry special oils and greases as has the harness man or wagon seller. Bear in mind that people will not come and ask you if you carry greases, dressing and special oils, but you are going to tell them. In a number of towns none of the stores are selling them, probably because the wagon seller believes he has the trade cinched. The paint dealer has an advantage over these people as he has display windows, and an attractive display of oils and greases now and then will certainly bring him a good share of that patronage.

Artists' supplies are another thing the paint dealer is justified in handling and one which also spells big profit. No matter who handles them in town, the paint dealer by more energetic campaigns than they are using can class himself as the leader. Let him take a look at the fellow who is selling them. If the paint man believes he can arrange a more alluring display, or better still, if he finds that the distributor is devoting no window at all, let him at once instal this line. There are hundreds of paint stores in this country who are carrying artists' supplies and it would be a big chunk out of their yearly gross profits should they discontinue their sale. If there is an unenterprising artist man in any paint dealer's town let the latter get busy and get the trade.

A Sure-Selling Combination

is high quality paint at a moderate price, and that is just the combination you get with

New Era Paint

We guarantee it to be equal in quality to any paint on the market at any price. We know it is thoroughly pure and well made, of the best materials—and that's what makes paint quality.

PRICE LIST ON REQUEST

Standard Paint and Varnish Works Co.

Limited

Windsor, Ontario

SUNLIGHT GOLD PAINT

Patented 1906.

BEST ON THE MARKET.

THE CANADIAN BRONZE POWDER WORKS

R. E. Thorne & Co.

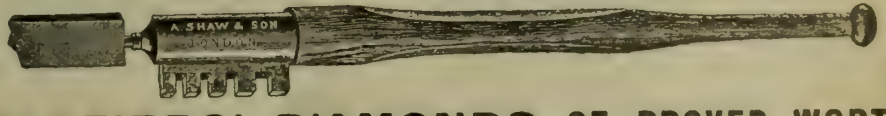
TORONTO VALLEYFIELD MONTREAL.

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.



GLAZIERS' DIAMONDS OF PROVED WORTH

Having a Century's Reputation for Reliability.

MADE BY

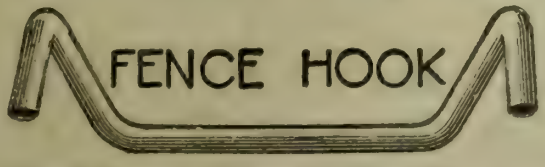
A. SHAW & SON, London, Eng.

CANADIAN AGENT

GODFREY S. PELTON, - 201 Coristine Building, Montreal

GALVANIZED FENCE HOOK

For Fastening Wooden Picket or Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

This is to wish you all a Merry Christmas and a Prosperous

1909

A. RAMSAY & SON CO.

MONTREAL

Est'd 1842 The Paint Makers

All the Effect ═══ Half the Labor

There is only one article on the market that can produce a perfect rubbed finish effect on wood without the rubbing : and that is :

FLATTINE
WOOD FINISH

The painters' trade is yours if you handle this finish. It is used as a final coat over gloss finished work and gives positively the appearance of a rubbed finish without any rubbing at all. It dries hard over night; and is very durable, resisting the action of water and dampness better than any varnish.

Sold in Sealed Cans Only

INTERNATIONAL VARNISH CO., Limited
TORONTO, CANADA

Manufacturers of Lacqueret, Elastica, Gutta Percha, and Flattine Floor Finishes, and Flattine Cabinet Finish.

Branch of the Standard Varnish Works,

NEW YORK, CHICAGO, LONDON, ENG., BERLIN, BRUSSELS.

CANADIAN SILVER WHITE ENAMEL

For Interior Decoration

is superior to any other White Enamel made in Canada and no imported Enamel of equal quality can be offered at as low a price.

Your customers, whether **Professional Decorators, Manufacturers or Householders,** will find it just what they want for decorating large surfaces or small articles.

It works freely under the brush, dries with a brilliant gloss and it will **never turn yellow.**

To prepare the surface for the Enamel, use ISLAND CITY White Primer. Ideal for the purpose owing to its exceeding whiteness, its great "body" or covering capacity and its surpassing fineness.

MANUFACTURED BY

P. D. DODS & COMPANY, LIMITED
264 St. Patrick St., MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street

MONTREAL.

PHENIX HANGERS AND FASTENERS

solve the problem

How to Hang and Fasten Window Screens and Storm Windows.

Easily hung or removed from inside. Clean windows, ideal ventilation. No flies, solid comfort. Retail at 10c., 15c., 20c. and 30c. per set with screws. For catalogue and trade discounts address

PHENIX MFG. CO.

036 Center Street

Milwaukee, Wis.

Phone College 4877

JONES BROS.

302 Christie Street, Toronto

Stove Brick **Stove Castings**

Fire Clay **and Water Fronts**

Asbestos Cement

Brick for Fire Places

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

Sticks Everything, But is not Sticky

sounds like a paradox, but it's not, it applies to CAEMENTIUM, the greatest ADHESIVE ever discovered. It is a LIQUID PORCELAIN not a FISH GLUE.

It is unaffected by HEAT, DRYNESS, MOISTURE and ACIDS. Where workers have to affix GLASS, PORCELAIN or METAL this adhesive is unsurpassed.

Electricians will ask for it. Plumbers and Automobile Men will want it. Why not stock this need?

IT MEANS MONEY TO YOU ALSO. WHY NOT BE OUR AGENT?

DILLONS LTD., 455 St. Paul Street

MONTREAL

Write to-day, we need you and you need us.

MARTIN'S

Low-Down-High

Store Ladders for busy merchants.
Store Ladders for conveying merchandise to the shelving.
Store Ladders for placing goods on the shelves.
Store Ladders for taking goods from the shelves.
Store Ladders for filling orders quickly.
Store Ladders for taking stock inventory.

Prices may be obtained from my Patent Attorney.

EGERTON R. CASE, Temple Bldg., Toronto

Three Wheeled Farmer's Wagon and Stock Scale

Capacity 2,000 lbs. Platform 24" x 36"

This scale is designed to fill a long felt need for something more convenient and portable than the ordinary Four Wheeled Platform Scale which is awkward to move about and must be placed on a perfectly level floor to weigh correctly.

This scale will weigh correctly on an uneven surface and is very handy and easy to move about even with a load on it.

It is a great seller. We manufacture them by hundreds. Write for particulars.

THE AYLMER PUMP AND SCALE CO., Ltd.

AYLMER, - ONT.

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

An Unbreakable Fence

The "DILLON" HINGE STAY FIELD FENCE

is the only wire fence on the market embodying the hinge-stay principle. In the Dillon, the upright stay wires are hinged to the laterals. Thus, when any weight strikes the fence the wires do not bend or break as with ordinary wire fences, but merely "give" at the hinges. When the weight is removed the Dillon springs back to position absolutely uninjured. It's worth while handling a fence like the "Dillon."

SEND FOR CATALOGUE

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, - ONTARIO

SOLD BY { Messrs. Caverhill, Learmont & Co., Montreal
Messrs. Christie Bros. Co., Limited, Winnipeg
The Abercrombie Hardware Co., Vancouver

What Do You Know About "Brantford" "Roofing"

Have you had samples of our three different lines and noted their quality? If you don't know Brantford Roofing, it will pay you to get acquainted. Write for samples and complete roofing catalogue. And don't delay.

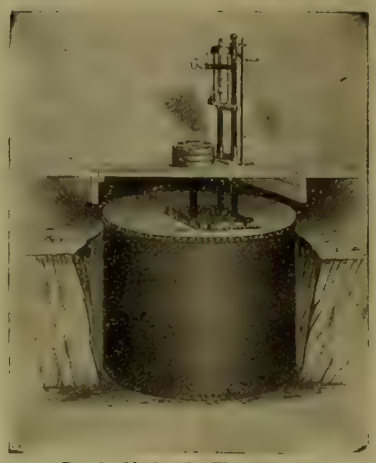
Brantford Roofing Co., Limited

BRANTFORD, - CANADA

SELLING AGENTS:

Montreal Branch - - - 327 St. James Street, Montreal, Que.
General Supply Co. of Canada, Limited { 219-221 Bank Street, Ottawa / 147 Bannatyne Avenue East, Winnipeg, Man.
J. S. Mitchell & Co. - - - - - - - - - Sherbrooke, Que.
Fleck Bros., Limited - - - - - - - - - - Vancouver, B.C.
Imperial Export Co. - - - - - - - - Toronto, Ont.

Turn Your Losses Into Profits



Cut 6—Under the Floor Outfit

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5446. Write to-day.

S. F. Bowser & Co. Limited

66-68 Fraser Avenue, Toronto

If you have an old Bowser and want a new one, write for our liberal exchange offer.

The "Railroad" Special

The strongest Wrench made and one that will stand the most severe service because the head and bar is drop forged in one piece from open hearth steel, the screw and jaw deeply threaded and every part is carefully made from high grade material. Fitted with our indestructible iron handle.

Adapted for use in mills, factories, railroads and in any place where a strong, serviceable Wrench is required. Used by the largest manufacturers and railroads in the world.

The most economical Wrench on the market. **Catalogue on application**

THE WHITMAN & BARNES MFG. CO.

Canadian Factory and Sales Office:

St. Catharines

Ontario

W&B TRADE MARK

W & B CO TRADE MARK

LOOK OUT!

¶ Live business men should always be on the look-out for new lines which are going to take on, because by not carrying them they lose trade and reputation.

¶ We recommend them, therefore, to be quickly on the trail of our new No. 23 Handsaw, which has already met with great favour, partly because men wanted a straight back to compare in quality with our 87 and 87A, and partly because we have hit on a mighty good thing in our new alloy saw steel.

¶ There's "just a little something" in it which makes the difference your customers will notice.

SPEAR & JACKSON, LTD., SHEFFIELD.

STOCK THESE STAPLE SEASONABLE SELLERS

Evener Staples

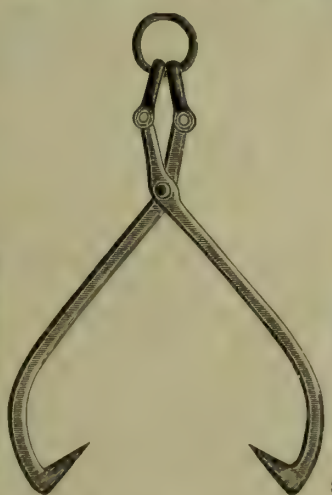
Made of hand wrought ¾ or ⅞ in. steel.

Every hardware dealer should stock them.

Solid Eye Dogs

Made in three sizes, 7/16, ½ ⅝ in.

Loading Block with Swivel.



Skidding Tongs

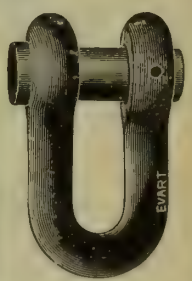
1 in., 1⅛ in. and 1¼ in. octagon.

Swamp Hook

1 in., 1⅛ in. and 1¼ in., Octagon.

Hooks

Only for Cant Hooks and Peavies, Round or Duckbills.



Boom Shackle

Made of ⅞ in. Steel or Swedes Iron, interchangeable Pins, made so they won't head when driving out.

We make the best line of Cant Hooks, Peavies and Pike Poles.

Send for Catalogue and Discount Sheets

CANADIAN LOGGING TOOL CO., Limited

SAULT STE MARIE, - Ontario

Christmas Competitions

Open to Hardware Merchants and Clerks

Window Dressing Contest

With a view to encouraging a greater interest in holiday advertising by special Christmas Displays Hardware and Metal again offers prizes for a Holiday Window Dressing Contest. Following last year's precedent, which proved so successful, contestants will be divided into two classes:

1. For the best selling window display shown in a city over 10,000 population.

2. For the best selling window in towns or villages under 10,000 population.

Six Prizes Offered

In each case there will be three prizes as follows:

1st, $5 in cash; 2nd, a copy of "Hardware Window Dressing" (prepaid $2.50), and 3rd, same as 2nd prize—making in all six prizes totalling in value to $20.

To enter the contest send us a clear photo of one or more of your Christmas windows, with a description and the name of the person who arranged the display. Photos should be mailed us by Dec. 31.

Address the photo to "The Editor," Hardware and Metal, 10 Front Street East, Toronto, and mark it "Christmas Window Dressing Contest."

Advertising Contest

A regular department in this paper is devoted to giving suggestions regarding "Effective Hardware Advertising." We emphasize the fact that the local newspapers are the best medium for hardwaremen to use. To find out what effect these articles have had and to further stimulate the use of this method, which we consider most important for hardware merchants, a Christmas advertisement contest is again announced.

$5.00 for Best Ad.

All up-to-date merchants use newspaper space liberally during the Christmas season with a view to booming holiday trade. We want to get copies of these advertisements. The advertisement submitted should be about Christmas goods sold through hardware stores, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods or other holiday lines. All that is necessary is to forward one or more clippings from your local paper to us, with the name of the writer of the advertisement. The award will be made by an advertising specialist and will be announced, with a reproduction of the prize ad., shortly after the close of the contest. All entries should be mailed not later than Dec. 31.

Advertisements should be marked "Advertising Contest," and addressed to "The Editor," Hardware and Metal, 10 Front Street East, Toronto.

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Crimps outside no obstructions inside.

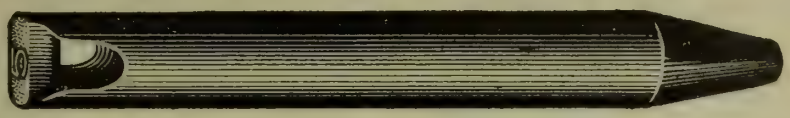
Only elbow holding in position without solder.

For Sale by the TRADE
Write for prices, catalogue and samples to

JOBBERS AND

THE FERD. DIECKMANN CO.
1180-82-84 HARRISON AVE.,
CINCINNATI, O., U. S. A.

SASH WEIGHTS



Hundreds of tons carried in stock for you and we guarantee prompt shipment. Write at once for a copy of our Monkey Book and for prices.

The Buchanan Foundry Company, - Lebanon, Pa.

Men Who Sell Things

By Walter D. Moody

Technical Book Department - - 10 Front Street East

HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

MENSURATION
FOR
Sheet Metal Workers

By Wm. Neubecker

This new exhaustive book gives in detail examples in computing the circumferences, areas and capacities for various shapes arising ordinarily in shops, including the areas of heating and ventilating pipes making them equal to those of pipes of other profiles. All the rules and tables are fully explained and easily understood.

72 Subjects 70 Figures

Price 50c., Postpaid
All orders payable in advance)

MacLean Publishing Co.
Technical Book Department
10 Front St. East, - TORONTO

Letters

J.E.R.&Co

Numbers

White Enamelled, Solid Brass and Boston "Brilliant" Letters and Numbers

Enamelled Iron Signs

Write for Prices

J. E. RICHARDSON & CO.
18 Victoria St. - TORONTO
'Phone Main 7363

Fire Bricks

To every man who uses Fire Bricks.

We handle the best makes of Scotch Fire Bricks, and our prices are right, but there are occasions when you must have more refractory materials, and then please remember that we are the Canadian representatives of the

"HARBISON WALKER REFRACTORIES" COMPANY

and this should indicate that we are the Fire Brick House of Canada.

Others of our exclusive specialties are

Lafarge
Non-Staining Cement

Iron Clad
Portland Cement

United Paving Bricks
Best in the World.

Enamelled Bricks
All Colors

Drain Pipes
Plaster, etc.

Francis Hyde & Co.

KING, QUEEN and WELLINGTON STS.

MONTREAL

GILBERTSON'S COMET

Gilbertson's Sheets
and the COMET Brand

mean quality and security in whatever work you may undertake.

Galvanized flat sheets that are unequalled as to flatness; absolute trueness to gauge; admirably suited in softness for any working. Note the brand "COMET." GILBERTSON on every sheet means security.

W. GILBERTSON & CO., Ltd., PONTARDAWE, South Wales

ALEX. GIBB (Sole Canadian Agent), 13 St. John Street, Montreal

DRIVE WELL POINTS

All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh.
Also tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps. Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont

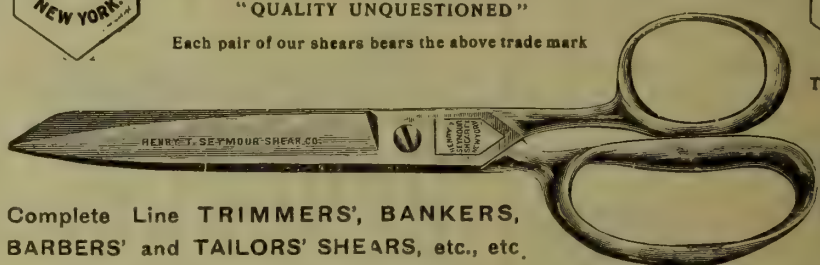
SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Shear making "up-to-date" is found in

HEINISCH

TAILORS' SHEARS, TRIMMERS, SCISSORS, TINNERS' SNIPS, ETC.
"Best in the World"

Since 1825, and a steady increase in sales due to their superior cutting quality.

R. HEINISCH'S SONS CO.
NEWARK, N.J., U.S.A.
New York Office and Salesroom, 155 Chambers St.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Are you interested in any of the lines that are advertised?

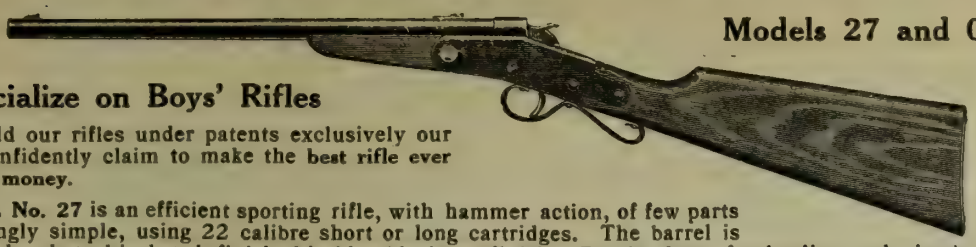
A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

Quick Sellers

HAMILTON (22 Calibre) RIFLES

Money Makers



Models 27 and 027

Prices $2.00 and $2.25

We Specialize on Boys' Rifles

We build our rifles under patents exclusively our own and confidently claim to make the **best rifle ever built for the money.**

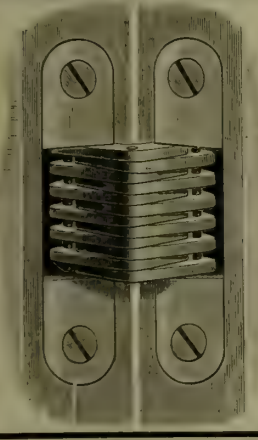
MODEL No. 27 is an efficient sporting rifle, with hammer action, of few parts and exceedingly simple, using 22 calibre short or long cartridges. The barrel is bronze, rifled and steel jacketed, finished in blue black gun finish. Breaks down for loading and ejecting shells. Flat stock and forearm of gun of gum wood. A beautiful model, symmetrical and well balanced. Barrel is 16 inches long, length of rifle over all, 30 inches. **Price $2.00.**

MODEL No. 027 is exactly like No. 27, except the stock and forearm, which are of genuine walnut, turned and beautifully finished. **Price $2.25.**

Other models are Nos. 15 at $2.00, 19 at $2.50 and 23 at $3.50, each a winner in its class.

Our continuous advertising in the boys' papers will bring the business to you, as every boy will want one and you should have a stock on hand. **Write for catalogue and net trade prices.**

THE HAMILTON RIFLE CO., Box 202, PLYMOUTH, MICH., U.S.A.



The Soss Invisible Hinge

is as great an improvement over the ordinary butt hinge as is the electric bulb over the tallow candle. It is applied to the same part of the door and jamb as the butt hinge, and is just as simple and easy to apply. It is being used almost exclusively by large manufacturers of book-cases, china cabinets, pianos, ladies' wardrobes, desks, etc.

Send for descriptive booklet

The Soss Invisible Hinge Co.
Limited
104 Bathurst St. - - Toronto, Can.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case

SOMETHING NEW IN FENCE

The "Leader" Woven Wire Fence does not bow or sag when erected. It is made of all No. 9 hard galvanized wire, with double-grip lock.

GATES, WIRE and FENCE SUPPLIES

Hardware Merchants wanted to handle our Goods.

LEADER FENCE

Frame & Hay Fence Co., Ltd., Stratford, Ont.

FIRE ESCAPES!!

ARE THERE ANY REQUIRED IN YOUR TOWN?

Factories, Hotels, and public buildings are obliged to have Fire Escapes. We can send you designs and prices that will enable you to secure the orders. Write us for information. For Fire Escape work we cannot be beaten.

DENNIS WIRE AND IRON WORKS CO., LIMITED
LONDON, ONTARIO

Persons writing advertisers will kindly mention having seen their ad. in this paper.

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF IT'S KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE AND LEVEL CO.

NEW BRITAIN, CONN, U.S.A.

THE SHREWD DEALER

takes no chances on quality when he is sure of his base of supplies. Take the matter of Roofing, and ask any man if he wishes to take a chance on inferior or unknown brands. Our goods are backed by a guarantee. Guarantee that they build and hold your trade, because it's in the goods, known all over the Dominion for Quality. Ready Roofing, Tarred Felts, Sheathing, Wrapping and Building Paper. These are the brands:

Tarred Felt and Joliette and Cyclone Sheathing

In addition to Quality our Prices are always right

ALEX. McARTHUR & CO., Limited

82 McGill Street, MONTREAL

F. J. COX, Winnipeg is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

December 26, 1908

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

SHEET AND INGOT METALS

ANTIMONY.

Cookson's ....per lb.	0 09½
Hallett's	0 09

BOILER PLATES AND TUBES.

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 40	2 40
Heads, per 100 lb	2 65	2 65
Tank plates 3-16 inch	2 50	2 50
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 60
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BOILER AND T.K. PITTS.

Plain tinned and Spun, 40 per cent. off list.

BABBIT METAL.

Canada Metal Company—Imperial, genuine 60c.; Imperial Tough, 60c.; White Brass, 50c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionles 14c.; Alluminoid, 10c.; No. 4; 9c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BRASS.

Spring sheets, up to 20 gauge	0 23
Rods, base ½ to 1 inch, round	0 22
Tubing, base, per lb 5-16 to 2 in	0 26
Tubing, iron pipe size, 1 inch base	0 26
" seamless base	0 26

Copper tubing, 4 cents extra.

COPPER.

	Per 100 lb.	
Casting ingot	15 50	15 00
Cut lengths, round, bars, ½ to 2 in		23 00
Plain sheets, 14 oz		21 00
Plain, 16 oz., 14x48 and 14x60		21 00
Tinned copper sheet, base		24 00
Planished base		30 00
Braziers' (in sheets). 4x8 base		0 23

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 50	2 60
12 "	2 50	2 55
14 "	2 40	2 35
17 "	2 40	2 45
18 "	2 40	2 45
20 "	2 40	2 45
22 "	2 45	2 55
24 "	2 45	2 55
26 "	2 55	2 65
28 "	2 60	2 80

CANADA PLATES.

Ordinary, 52 sheets	2 50	2 60
All bright "	3 50	3 60
Galvanized—	Dom. Crown.	Ordinary.
18x24x52	4 45	4 35
60	4 70	4 60
20x28x80	8 90	8 70
	9 40	9 20

GALVANIZED SHEETS.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Colborne Crown Gorbal's Best
16-20	3 70	3 50	3 65	....
22-24	3 95	3 75	3 75	4 05
26	4 20	4 00	4 15	4 30
28	4 45	4 25	4 35	4 55

Less than case lots 25c. extra

Apollo Brand.

24 gauge, American	3 50
26 " "	3 75
28 " " (equal to 26 English)	4 20
10¾ oz. " 28 "	4 50

25c. less for 1,000 lb. lots.

IRON AND STEEL.

	Montreal.	Toronto.
Canadian foundry, No. 2	....	18 75
Middlesboro, No. 3 pig iron	19 50	21 00
Summerlee, No. 2 "	20 50	21 50
Carron No. 1	22 50	....
Carron, special	20 75	....
Carron, soft	19 50	....
Cleveland, No. 1	18 50	20 50
Clarence, No. 3	18 00	20 00
Radnor, charcoal iron	32 00	32 50
Ferro Nickel pig iron (Soo)	....	25 00
Angles	2 60	2 50
Common bar, per 100 lb	1 90	1 95
Forged iron "	2 05	2 15
Refined " "	2 15	2 25
Horseshoe iron "	2 15	2 25
Band iron, No. 10 gauge base	2 00	2 25
Mild steel	1 90	....
Sleigh shoe steel	1 90	2 05
Iron finish machinery steel (domestic)	2 00	2 05
Iron finish steel (foreign)	2 25	....
Reeled machinery steel	2 85	3 00
Tire steel	1 95	2 05
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 75
Mining cast steel	0 07½	0 08
High speed	0 60	0 60
Capital tool steel	0 50	....
B.P.L. tool steel	....	0 10½
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $33 00 33 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley)	Per box
I C, 14 x 20 base	$6 00
IX, 14 x 20 "	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

"Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base	5 50	5 75
I X, 14 x 20 "	6 50	6 75
IXX 14 x 20 "	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 25

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65. " } 6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "	....	8 00

LEAD.

	Montreal	Toronto
Imported Pig, per 100 lb	3 70	3 75
Bar, "	3 90	4 00
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. "	4 75	4 75

Cut sheets ½c. per lb., extra

SHEET ZINC.

5-cwt. casks	6 25	6 50
Part casks	6 50	6 75

ZINC SPELTER.

Foreign, per 100 lb	5 50	5 25

COLD ROLLED SHAFTING.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2 Toronto, 30.

OLD MATERIAL.

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 12½
Light copper bottoms	0 10½	0 11
Heavy red brass	0 10½	0 11½
" yellow brass	0 08½	0 09
Light brass	0 04½	0 06¾
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 03
Scrap zinc	0 02½	0 03½
No. 1 wrought iron	11 00	10 00
Machinery cast scrap, No. 1	12 50	13 50
Stove plate	11 00	10 50
Malleable and steel	9 00	8 00
Old rubbers	0 03	0 08

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, 70 per cent.
High grade compression work, 65 p.c.
Cushion work, 55 per cent.
Fuller work, 75 and 10 p.c.; No. 0, 80 p.c., and 1 and 2 basin cocks, 75 and 10 p.c.
Flatway stop and stop and waste cocks 65 p.c.; roundway, 50 and 10 p.c.
J. M. T. Globe, Angle and Check Valves, 55; Standard, 60 per cent.
Kerr standard globes, angles and checks, 60 p.c; high grade, 55 p.c.
Kerr Jenkins' disc, standard valves, 60 and 10 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 60 p.c.
Kerr standard radiator valves, 70 p.c.; Jenkin disc and quick-opening hot-water radiator valves, 75 p.c.
Kerr brass, Weber gate valves, 50 p.c.; I. B.M. Weber gate and swing check valves, 65 and 5 p.c.
Kerr N. P. Union elbows, 75 and 5 p.c.
J. M. T. Radiator Valves 60; Standard, 65; Patent Quick-Opening Valves, 70 & 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

No. 1 compression bath cock......net	1 75
No. 4 " " "	1 50
No 7 Fuller's "	2 00
No. 4½, " "	1 85
Patent Compression Cushion, basin cock, hot and cold, each	$1.25
Patent Compression Cushion, bath cock, No. 2208, each	2 20

Square head brass cocks, 55; iron, 60 p.c.
Thompson Smoke-test Machine $25.00 net

BOILERS—COPPER RANGE.

Copper, 30 gallon, $33, 20 per cent.

BOILERS—GALVANIZED IRON RANGE

30-gallon, Standard, $4.50; Extra heavy, $7.00

COPPER LINED BATH TUBS.

Steel clad copper lined, 25 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1.15; 18x36, $1.95.

ENAMELED BATHS, SINKS, ETC.

List issued by the Standard Ideal Company on Nov. 15 1908, now governs prices.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—55 p.c
Steam Radiators—55 and 2½ per cent.
Wall Radiators—50 and 5 p.c.
Specials—40 p.c.

LEAD PIPE

Lead Pipe, 27½ p.c. off.
Lead waste, 27½ p.c. off.
Caulking lead, 4¾c. per pound.
Traps and bends, 50 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Size	Galvanized
[illegible] inch	2 03	[illegible] inch	2 86
[illegible] "	2 25	[illegible] "	3 08
[illegible] "	2 63	[illegible] "	3 48
[illegible] "	3 55	[illegible] "	4 71
1 "	5 11	1 "	6 73
1¼ "	6 97	1¼ "	9 22
1½ "	8 37	1½ "	11 07
2 "	11 16	2 "	14 76
2½ "	17 82	2½ "	23 57
3 "	23 40	3 "	30 95
3½ "	29 45	3½ "	38 9
4 "	33 48	4 "	44 28

Malleable Fittings—Canadian discount 37½ per cent.; American discount 25 per cent.
Cast Iron Fittings 70; Standard bushings 60.; headers, 60; flanged unions 55, malleable bushings 60; nipples, 70 and 10; malleable lipped unions 55 p.c.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, 70 per cent.
7 and 8-in. pipe, 40 per cent.
Light pipe, 60 p.c.; fittings, 70 p.c.

OAKUM.

Plumbers ....per 100 lb.	4 50	4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. to 1½	per lb.	0 33	0 35
2-lb. or over	"	0 30	0 32

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 19½	0 19
Wiping	0 18½	0 18

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent..

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05½
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.	0 08
Chrome yellow "	0 16
Golden ochre "	0 10
French " "	0 08
Chrome green "	0 09
French permanent green "	0 13
Signwriters' black "	0 15
Marine black, 25 lb. irons	0 04½

GLUE.

Domestic sheet, in barrels	0 09½
French medal "	0 10

PARIS WHITE.

In bbls	1 00

PARIS GREEN.

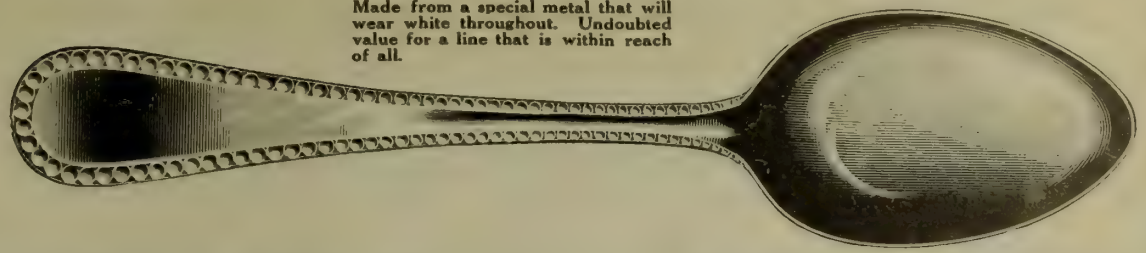
Barrels	0 24½
25-lb. drums	0 25½

PIGMENTS.

Orange mineral, casks	0 [illegible]
" " 100-lb. kegs	0 [illegible]

NICKEL SILVER BEADED PATTERN

Made from a special metal that will wear white throughout. Undoubted value for a line that is within reach of all.



The McGLASHAN, CLARKE CO., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.

DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.

PREPARED PAINTS.

Barn (in bbls.) 1 gal. tins	0 70	0 90
" " 5 gal tins	0 65	0 85
Sherwin-Williams paints,		1 09
Canada Paint Co.'s pure		1 40
Standard P. & V. Co.'s "New Era."		1 30
Benj. Moore Co.'s "Ark" B'd		1 25
Moore's pure linseed oil, H.C.		1 35
Brandram-Henderson's "English"		1 45
Ramsay's paints, Pure, per gal.		1 30
" Thistle, "		1 10
Martin-Senour 100 p.c. pure,		1 60
Senour's Floor Paints		1 35
Jamieson's "Crown and Anchor"		1 40
Jamieson's floor enamel		1 75
Island City pure paints		1 40
Sanderson Pearcy's, pure		1 25
Robertson's pure paints		1 25

PUTTY.

	Pure.	Ordinary
Bulk in casks	1 80 1 90	1 10 1 70
" 100-lb. drums	2 15 2 25	1 90 2 00
Bladders in bbls	2 10 2 20	1 85 1 90

SHINGLE STAINS.

In 5-gallon lots	0 75

TURPENTINE AND OIL.

Prime white petroleum per gal	0 13½
Water white "	0 15½
Pratt's astral "	0 17½
Castor oil, per lb	0 08 0 08½
Motor Gasoline single bbls	0 17
Benzine, per gal single bbls	0 15½
Turpentine, single barrels	0 55 0 57
Linseed Oil, " raw	0 55 0 55
" " boiled	0 58 0 58

WHITE LEAD GROUND IN OIL. Per 100 lb.

	Montreal	Toronto
Genuine government standard	6 10	6 25
Decorators' Pure	5 85	6 00
No. 1 Canadian	5 15	5 65
Munro's Select Flake White	6 10	6 25
Elephant Genuine	6 10	6 25
Tiger Pure	5 75	5 75
Essex Genuine		5 90
Brandram's B. B. Genuine	6 75	6 90
"Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 65	5 90
Ramsay's Exterior	5 25	5 50
"Crown and Anchor," pure	5 75	5 65
Island City pur lead	5 75	5 50
Sanderson Pearcy's		5 90
Robertson's C.P. lead	5 60	5 90

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 50	4 50
Genuine, 100 lb. kegs, "	5 00	5 00

WINDOW GLASS

Size United Inches	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. Broken boxes 50 p.c.

WHITING.

Plain, in bbls	0 60
Gilders bolted in barrels	0 90

WHITE DRY ZINC.

Extra Red Seal, V.M.	0 07

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

SHELLAC VARNISH

Pure White, in barrels	2 00
Pure Orange, "	1 95
No. 1 Orange, "	1 50

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 15
" No. 1		0 90
union		0 85
Light oil finish		1 30
Gold size japan		2 00
Turps Brown japan		1 50
No. 1 brown japan		1 00
Baking black japan		1 35
No. 1 black japan		0 90
Benzine black japan		0 70
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 75
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor varnish, per gal		2 50
Maple Leaf coach enamels; size 1,		1 20
Sherwin-Williams' kopal varnish, gal.,		2 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline, per gal.		2 50
Flatline floor finish, per gal		3 00
Elastica exterior finish, 1 gal. can		4 25

MISCELLANEOUS.

Stovepipe varnish, ½ pints, $8 per gross.
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 70 cents per doz.
Plaster of Paris, per bbl., $2 25.

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells 5 50 8 00
American, house bells, per lb. 0 35 0 40
Peterboro' door bells, 50 and 10 off new list.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, "	0 70
Plain Fibre No. 1, per 400 ft. roll	0 45
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Plain Surprise, per roll	0 35
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw plain & tarred per ton	37 50
Same in Maritime Provinces "	42 50
Carpet Felt, per 5 lbs.	1 40
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 80
3 " " "	1 05
2 Ply complete, per roll	1 25
3 " "	1 45
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 00
Refined Coal Tar, per barrel	4 50
Shingle varnish per barrel	4 50
Cans and Nails, per lb.	0 07
Mop cotton, per lb.	0 15

BUTTS.

Wrought Brass, net revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 65 and 10 per cent.

CEMENT AND FIREBRICK.

Canadian Portland, per barrel	1 70 1 75
Belgium	1 60 1 90
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
"Iron Clad" cotton	2 10
Iron Clad" paper	2 15
wood	2 25
Fire brick, Scotch, per 1,000	27 00 30 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	4 95
Paving Blocks per 1,000.	
Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 50 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in.	"	0 95 1 65
English	"	2 00 4 00

Chicago and Reliance Coil 25 per cent.

ESCUTCHEONS.

Discount 50 to 60 per cent.
Peterboro, 50 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 45 per cent.
Brass, 50 per cent.

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

SPRING HINGES.

Spring, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 30 and 10 per cent.
Chicago Floor Hinges, 37½ and 5 off.
Garden City Fire House Hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

CAST IRON HOOKS.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00
Wrought hooks and staples—		
¾ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright wire hooks, 60 p c.
Bright steel gate hooks and staples, 40 p.c.
Cresent hat and coat wire, 60 per cent.
Screw, bright wire, 65 per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

Peterboro knobs, 50 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

KEYS.

Canadian 50 and 10 per cent.

LOCKS.

Peterboro, 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Burton's). 5 to 10 per cent. advance

SASH WEIGHTS.

Sectional	per 100 lb.	2 20 2 40
Solid	"	1 50 1 75

SASH CORD.

Per lb	0 25	0 26

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 10

TOOLS AND HANDLES

ADZES.

Discount 22½ per cent.

AXES.

Single bit, per doz.	8 00	9 00
Double bit, "	10 00	11 00

Bench Axes, 40 per cent.
Broad Axes 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	2 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled		5 75
" hunters		5 25

BITS.

Ford's auger bits, 30 and 10 per cent.
Irwin's auger, 47½ per cent.
Gilmour's auger, 60 per cent.
Rockford auger, 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65
Diamond, Shell, per doz	1 00
Nail and Spike, per gross	2 25

BUTCHERS CLEAVERS

German	per doz.	7 00 9 00
American	"	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65

CHISELS

Warnock's, discount 70 and 5 per cent.
P. S. & W. Extra, discount, 70 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 13
S. & D., " 5	"	0 11½
" & D., " 6	"	0 18
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, 75 and 5 per cent.
Carpenters' 75 per cent.

DRILLS.

Millar's Falls, hand and breast. net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western, Disston's, Arcade, Kearney & Foot, American, J. Barton Smith McClellan, Eagle and Globe, in ordinary quantities, 70 and 10 per cent.; Nicholson 66⅔ p.c.; Black Diamond, 60 and 10 p.c. Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.
Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

HAMMERS.

Maydole's, 5 to 10 per cent.
Canadian, 25 to 27½ per cent.

Magnetic tack	per doz.	1 10 1 20
Canadian sledge	per lb.	0 07 0 08½
Canadian ball pean, per lb.		0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 80
Barrel Underhill		5 05

HOES.

Mortar, 50 and 10 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

PICKS.

Per dozen	8 00	9 00

For Over Thirty Years

Paterson's goods have represented the highest standard of quality, both in material and manufacture.

AMATITE READY ROOFING. — Mineral surfaced. Needs no painting.

WIRE-EDGED READY ROOFING.—Over half a million rolls used in Canada.

BEST TARRED WOOL ROOFING FELT.

PURE COAL TAR ROOFING PITCH.

PLAIN AND TARRED BUILDING PAPERS.

The Paterson Manufacturing Co., Limited

TORONTO MONTREAL WINNIPEG

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅝ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
Berg's wire fencing.... ...... 1 72 5 50

PUNCHES.

Saddler's ....per doz. 1 00 1 85
Conductor's.......... " 3 00 15 00
Tinners', solid..........per set 0 72
" hollow......per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood No. 68 2 foot doz.......... 1 00
Ivory, No. 1282, 2 foot, each.......... 3 50

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete..........each 0 75 2 75
" frame only........each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 35 per cent.; buck, New Century $6.25; buck No. 1 Maple Leaf, $5.25; buck, Happy Medium $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect.................. 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's ....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Canadian 45 per cent
No. 19 snowshovels, net.... .... 2 00

SQUARES.

Steel, No. 14 75 and 2½, doz.......... $23 00
Iron, No 4 2, " 1 85
" " 493 " 2 45
" " 494 " 3 25

TAPE LINES.

English ass skin, No 921, 66 ft., doz. 2 85
Universal ass skin, No 714, 66 ft., doz. 3 00
Lufkins, linen, No 414, 66 ft, each.... 0 94
" steel No. 264, 66 ft., each 3 15
Chesterman's, linen, No 1822, 66 ft. ea. 1 10
" steel No. 1820, " 1 70

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.
Berg's, brick, 924x11 .... 4 00
" pointing, 924x5.......... .... 2 10

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 50 per cent.

BULL RINGS.

Copper, $2.00 for 2½-inch

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith..........................	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 50
Steel, track, 1 x 3-16 in(100 ft)	....	3 25
" " 1¼ x 3-16 in(100 ft)	....	
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail..............		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

50 and 10 per cent.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net list.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch ......per doz. 4 00
Leather, 1¼ " ...... " 5 20
Web.............. " 2 45

HOES.

Garden, 50 and 10 per cent.
Planter.............. per doz. 4 00 4 50

HOSE COUPLERS.

Time Savers, per doz ½ and ¾ inch 3 31

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel 3 knives, 12 in, $5.25; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in wheel, 4 knives 12 in., $8.50; 10½ in wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. Dated April 1 f.o.b Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $2 75; do., 4 knives, $2.85; 9 in. wheel, 3 knives, 12 in. sizes, $3.30; do, 4 knives, $3.50; 10½ in. wheel, 4 knives, 12 in. sizes, $4; ball bearing, $4.85.

SCYTHES.

Per doz. net.................. 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, 25 per cent
Lock, Andrews' 4 50 11 00

STABLE FITTINGS.

Warden King, 25 per cent
Dennis Wire & Iron Co., 33⅓ p.c.

WOOD HAY RAKES.

40 and 10 per cent.
S. & D. lawn rakes, Dunn's, 40 p.c.

HEAVY GOODS, NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.............. 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11½
Taylor-Forbes, prospectors 0 05
Columbia Hardware Co., per lb. 0 09½

VISES.

Wright's...................... .... 0 13½
Berg's, per lb.................. .... 0 12½
Brook's...................... .... 0 12½
Pipe Vise, Hinge, No. 1...... .... 3 50
" " " No. 2...... .... 5 50
Saw Vise.................... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list)	
" " ⅜ and smaller..	60, 10 and 10
" " 7-16 and up	60
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 and 10
Machine Bolts, 7-16 and up....	60
Plough Bolts	55, 5 and 10
Blank Bolts......	60
Bolt Ends....................	60
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	55 and 5
Coach Screws, conepoint	70 and 12½

Nuts, square, all sizes, 4¼c. per lb. off
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 80 and 12½.

CHAIN.

Proof coil, per 100 lb.. ¼ in., $6.00; 5-16 in. $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3 75; 9-16 in. $3 70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Halter, kennel and post chains, 40; Cow ties, 40; Tie out chains, 65; Stall fixtures, 35; Trace chain, 45; Jack chain iron 50; Jack chain, brass, 50 per cent.

HORSE NAILS.

M.R.M. cold forged process, list Feb. 1, 1908, $2.45 per box base.
"C" brand, list March 2, 1908, $2 75 per box, base sizes 10 to 14. 10 per cent.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M. brand: iron, light and medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L" featherweight steel, No. 0 to 4, $5.25; Special countersunk steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal. Extras for packing.

Toecalks Standard Blunt No 1 and smaller, $1.50; No. 2 and larger, $1.25. Sharp No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Sharp. Put up in 25 lb. bxs.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

NAILS.	Cut	Wire.
2d..........................	3 80	3 25
3d..........................	2 85	2 95
4 and 5d....	2 70	2 65
6 and 7d	2 80	2 55
8 and 9d	2 45	2 40
10 and 12d	2 40	2 35
16 and 20d................	2 35	2 30
30, 40, 50 and 60d (base)	2 30	2 25

F.o.b. Montreal. Toronto 5 cents higher.
Cut nails, Toronto 20c higher.
Miscellaneous wire nails, 75 per cent.
Coopers' nails. 33⅓ per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.00

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c. per lb.

SCREWS.

Wood, F. H., bright and steel, 85 and 10 p.c
" R. H., bright, 80 and 10 per cent.
" F. H., brass, 75 and 10 per cent.
" R. H., " 70 and 10 per cent.
" F. H., bronze, 70 and 10 per cent.
" R. H., " 65 and 10 per cent.
Drive Screws, dis. 85 and 10 per cent.
Bench, wood ....per doz. 3 25
" iron .... " 4 25
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued 80 p.c.; tinned, 80 and 15; (in kegs), 40; cut tacks, blued, in dozens only, 75; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 80 & 20 dozens, 75; Swedes, upholsterers', bulk, 85 and 25; brush, blued and tinned, bulk, 75, 5 & 12½; Swedes, gimp, blued, tinned and japanned, 85 and 10; zinc tacks, 35; leather carpet; tacks, 35; copper tacks, 45; copper nails 50; trunk nails, black, 65; trunk nails, tinned and blued, 65; clout nails, blued and tinned 65; chair nails, 35; patent brads, 40; fine finishing, 40; lining tacks, in papers, net; lining tacks, in bulk, 15 lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points 5; double pointed tacks, papers, 90 and 10 double pointed tacks, bulk, 40; clinch point shoe rivets, 45; cheese box tacks, 85 and 10; trunk tacks, 80 and 12½; strawberry box tacks, 75 and 12½.

WROUGHT IRON WASHERS.

Canadian, discount 50 per cent.

SPORTING GOODS.

CARTRIDGES.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ per cent.; Rim Fire B.B. Round Caps, 60 and 2½ per cent., Centre Fire, Pistol and Rifle Cartridges, 30 p.c.; Centre Fire Sporting and Military Cartridges, 20 and 5 p.c. Primers, 100, 15 p.c. 250, 20 p.c.

LOADED SHELLS.

"Crown" Black Powder, 15 and 5 "Sovereign" Empire Bulk Smokeless Powder 30 and 5 p.c.; "Regal" Ballistite Dense smokeless Powder, 30 and 5 p.c.; "Imperial" Empire or Ballistite Powder, 30 and 5 p.c.

EMPTY SHELLS.

Paper Shells, 10 and 10; Brass Shells, 55 and 5 p.c.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge..........	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 2[illegible]
Thin card wads, in boxes of 1,000 each, 10gauge.........	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 60
9 and 10 gauges..................	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 20 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, and freight equalized [illegible]

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent,
Game, Hawley & Norton, 50, 10 & 5 per cent
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 60 and 5 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. spring 40c. upwards.
Empire hockey sticks, $3 00 $3.50
Micmac and Rex sticks $4.00 $6.00.
Pucks, net, $1.50

CUTLERY AND SILVERWARE

RAZORS.	per doz.	
Elliot's	8 75	18 00
Boker's	7 50	11 00
" King Cutter	....	15 00
Wade & Butcher's...........	3 60	10 00
Lewis Bros.' "Klean Kutter'	8 50	10 50
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Berg's	7 50	20 00

Clauss Razors and Strops, 50 per cent

KNIVES.

Farriers-Stacey Bros., doz 3 50
Clauss, 50 and 25 per cent.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5.
Hutton's "Cross Arrow" flatware, 42½; "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

CLAUSS BRAND DENTAL SNIPS

Fully Warranted

Manufactured from select stock. Steel Faced on Composition Metal. We suggest dealers giving these a trial, as the same usually find an early purchaser.

Write for Trade Discount

The Clauss Shear Co., - Toronto, Ont.

SHEARS.

Clauss, steel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

HOUSE FURNISHINGS

APPLE PARERS.

Hudson, per doz., net 5 75

BIRD CAGES.

Brass and Japanned, 40 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p c.
Copper nitts, 30 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
Loudon and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, 45 per cent.
Hollow ware, tinned cast, 50 per cent. off.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined per doz.	2 20	5 60
Galvanized "	1 87	3 85
King, wood "	2 75	2 90
King, glass "	4 00	4 50
All glass "	0 50	0 90

METAL POLISH.

Tandem metal polish paste 6 00

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set		0 80
" No. 50, nickle-plated, "		0 85
" handles, japaned, per gross		8 40
Common, plain		4 25
" plated		5 50
Asbestos, per set		1 50

TINWARE

CONDUCTOR PIPE.

2-in. plain or corrugated, per 100 feet, $2.50; 3 in., $3 25; 4 in., $4 45; 5 in., $6 00.

FAUCETS.

Common, cork-lined, 35 per cent.

EAVETROUGHS.

10-inch ordinary per 100 ft. 3 00

FACTORY MILK CANS.

Discount off revised list, 35 per cent.
Milk can trimmings, 25 per cent
Creamery Cans, 45 per cent

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.		6 75
Lift Tubular and Hinge Plain, "		5 00

Japanning, 50c. per doz. extra.
Prism lobes, per doz., $1.20.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 92
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 40 per cent.
Flaring Pattern, 45 per cent.
Galvanized washtubs, 40 per cent.

PIECED WARE.

Discount 35 per cent off list, June, 1899.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ per cent. revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, discount 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32
7-inch "	1 47

Polished, 15c per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6' to 11', 25 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

BRIGHT WIRE GOODS

Discount 60 per cent.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2 80. All prices per 1000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2.75; No. 11, $3.50; No. 12, $3.20.

COPPER AND BRASS WIRE.

Discount 50 per cent.

FINE STEEL WIRE.

Discount 25 per cent. List of extras In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7.65 — No 24, $8 — No. 25, $9 No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25 $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c—in 1-lb. hanks, 25c.—in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c. packed in casks or cases, 15c.—bagging or papering, 10c

FENCE STAPLES.

Bright. 2 50 Galvanized 2 75

HAY WIRE IN COILS.

No. 13, $2.70; No. 14, $2.80; No. 15, $2.95 f.o.b., Montreal.

GALVANIZED WIRE.

From stock, Toronto or Montreal—100 lb., Nos. 4 and 5, $3.9 ; 6, 7, 8 $3 40; 9 $2 9 ; 10 $3 45; 11, $3 50; 12, $3 65; 13, $3 15; 14, $4 00 F O B ; taloury Nos 4 an 5 $2 4 ; 6 7 and 8, $2 55; 9 $2 25; 1 2 0; 11 $ 35; 12, $2 4 , 14, $2 0; 15, $2 60; less than cars, 10 cents la her Extra for cutting.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in.	10 to 20 in.	5 to 10 in.
0 to 5	$0 70	$0 75	$1 25
6 to 9	0 85	1 25	2 00
1 to 11	1 00	1 75	2 50
12 to 14	1 50	2 25	3 50
15 to 16	2 00	3 00	4 5

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.40; No. 10 gauge, 60 extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.70, per 100 sq. ft.; in 50-ft. rolls, $1.75, per 100 sq ft.

WIRE FENCING.

Galvanized barb	2 85
Galvanized, plain twist	3 10
Galvanized barb, f.o.b. Cleveland, small lots and $2.55 for carlots.	$2.65 to

WIRE ROPE

Galvanized 1st grade, 6 strands, 24 wires, ½, $5; 1 inch $16.8).
Black, 1st grade, 6 strands, 19 wires, ½, $5 1 inch $15.10. Per 100 feet f.o.b. Toronto

WROUGHT STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', 45 per cent.
Poultry netting staples, 40 per cent.
Bright spear point, 75 per cent.

WOODENWARE

BROOMS.

Nelson's	2 25	3 65
" bamboo	2 95	3 95

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent.

CLOTHES PINS

Cane's, 5 gross loose, per case	0 60
" 4 " packages, per case	0 70

CLOTHES REELS.

Davis Clothes Reels, 40 per cent.

FIBRE WARE.

Star pails, per doz		$ 3 00
0 Tubs, "		14 00
1 " "		12 00
2 " "		10 00
3 " "		8 50

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

LADDERS, EXTENSION.

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Waggoner Extension Ladders, 40 per cent.

MOPS AND IRONING BOARDS.

Star ard spring	0 90	1 10
Folding ironing boards	16 25	18 00

REFRIGERATORS

Sanderson-Harold, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	7 80
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	8 10

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse and Snowflake	54 00
Dowswell	39 00
New Century and Bluebelle	75 00
Daisy	54 00
Stephenson	74 00
Spotless	69 00
Puritan Motor	156 00

WOODEN PAILS.

Cane's wire hoop 2-hoop	1 90
" 3-hoop	2 05

WOODEN TUBS.

Cane's wire hoop, per doz., No. 0, $11; No. 1 $9; No. 2, $7.50; No. 3, $6.50.

WRINGERS.

Royal Canadian, 11 in., per doz.	35 00
Royal American, 11 in.	35 00
Eze, 10 in., per doz	36 75

MISCELLANEOUS

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M		2 25
Small heel		4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	

PUMPS.

Canadian cistern	1 40	
Canadian pitcher spout	1 80	3 16

Berg's wing pump, 75 per cent.

ROPE AND TWINE.

Sisal		0 09½
Pure Manilla		0 12
"British" Manilla		0 10
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ¼ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 08½
" double		0 09
Sisal bed cord, 48 feet per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

BINDER TWINE.

500 feet, sisal		0 08½
500 " standard		0 08½
550 " " manilla		0 09½
600 " " "		0 11½
650 " " "		0 13

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50 Richelieu, 50.
Warren new Standard, 35; Champion, 45 Weigh Beams, 30.

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 13	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb. "		24 00
" 200 lb. and over		28 00

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Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co,. Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.
Forsyth Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Canada Cycle and Motor Co., Toronto Junction.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Boilers and Radiators
Taylor-Forbes Co , Guelph, Ont.

Bolts.
Brantford Screw Co., Brantford.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.

Brushes.
United Factories, Toronto.

Brooms.
Nelson, H. W., & Co., Ltd., Toronto

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co.. Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Limited, Niagara Falls, Ont.
Standard Chain Co., Sarnia, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N.Y.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton.

Coal Chutes.
Manitoba Iron Works, Winnipeg, Man.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Counter Check Books.
Carter-Crume Co., Toronto.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co , Galt, Ont.

Cow Ties
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Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
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Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
McGlashan, Clarke Co., Ltd., Niagara Falls
Round, John, & Son, Montreal.

Electric Fixtures.
Canadian General Electric Co., Toronto
Morrison James, Mfg. Co., Toronto.

Embossed Steel Ceiling
The Galt Art Metal Co , Galt, Ont.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
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Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Eavetroughs
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Escutcheon Pins
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Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Montreal
Owen Sound Wire Fence Co., Owen Sound.
Banwell Hoxie Wire Fence Co., Hamilton.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope

Firearms and Ammunition.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Hopkins & Allen Co., Norwich, Conn.
Roper, J. H., Montreal, Que.

Fire Escapes.
Manitoba Iron Works, Winnipeg, Man.

Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa
Shirreff Mfg. Co., Brockville Ont.

Furnaces.
Butterworth & Co., Ottawa, Ont.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co , Montreal.
Dominion Wire Mfg Co., Montreal.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glass Ornamental
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Glaziers' Diamonds.
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Hardware Specialties
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Harvest Tools.
Ross Bros., Edmonton, Alta.

Hinges
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Soss Invisible Hinge Co., Toronto.
Standard Mfg Co., Shelby, Ohio.

Hockey Sticks
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Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers and Radiators.
Pease Foundry Co. Toronto.
Taylor-Forbes Co., Guelph.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.
Injectors—Automatic.
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Iron Pipe.
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Iron Pumps.
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Kemp Mfg. Co., Toronto.
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Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
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Locks, Knobs, Escutcheons, etc
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Canadian Logging Tool Co., Sault Ste Marie, Ont.
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Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
Metals.
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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.
Metal Lath.
Canada Wire Goods Mfg. Co., Hamilton
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.
Greening, B., Wire Co., Hamilton.
Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.
Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y
Nails Wire
Canada Screw Co., Hamilton, Ont
Dominion Wire Mfg. Co., Montreal.
Hassall, Jno., 183 Lafayette Street, New York.
Montreal Rolling Mills, Montreal
United States Steel Products Export Co., Montreal.
Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.
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Montreal Rolling Mills, Montreal
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Perforated Sheet Metals.
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Lewis, Rice, & Son, Toronto.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Oshawa Steam & Gas Fitting Co., Oshawa
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Brantford Screw Co., Brantford, Ont.
Canada Screw Co Hamilton Ont.
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McGlashan, Clarke Co., Niagara Falls, Ont.
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Covert Mfg. Co., Troy, N.Y.
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Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
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Morris & Bailey Steel Co., Pittsburg, Pa.
Stable Fittings
Dennis Wire & Iron Co., London
Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Steel Shingles
The Galt Art Metal Co., Galt, Ont.
Stove Pipe.
Thos. Davidson Mfg. Co. Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
Stoves, Furnaces
Bowes Jamieson Co., Hamilton, Ont.
Canadian Heating & Ventilating Co Owen Sound.
Davidson, Thos., Mfg. Co., Montreal
Findlay Bros, Carleton Place, Ont.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Kemp Mnfg Co. Toronto
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.
Tacks.
Montreal Rolling Mills Co., Montreal
Tin Plate.
Lysaght, John, Bristol, Newport and Montreal
Ventilators.
Harris, J. W., Co., Montreal.
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Buffalo Mfg. Co., Buffalo N.Y.
Wheelbarrows
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Frothingham & Workman, Ltd., Montreal
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Lewis Bros. & Co., Montreal.
Lewis, Rice & Son, Toronto
Revillon Bros., Edmonton, Alta.
Window and Sidewalk Prism
Hobbs Mfg. Co., London, Ont.
Wire Work.
Canada Wire Goods Mfg. Co., Hamilton
Partridge & Sons, Hamilton, Ont.
Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Canada Wire Goods Mfg. Co., Hamilton
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
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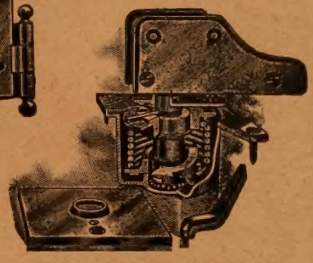

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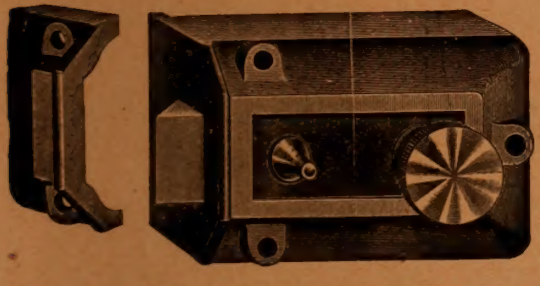

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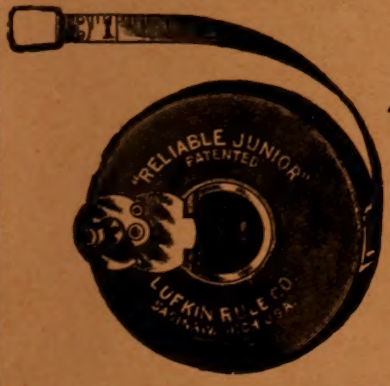

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